THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

1878—FOR 52 YEARS THE CANNED FOODS AUTHORITY—1930

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TUNING IN ON A NEW FORCE

Day by day lithographed containers play a greater part in the canning industry. Day by day new products and manufacturers heartily endorse their use.

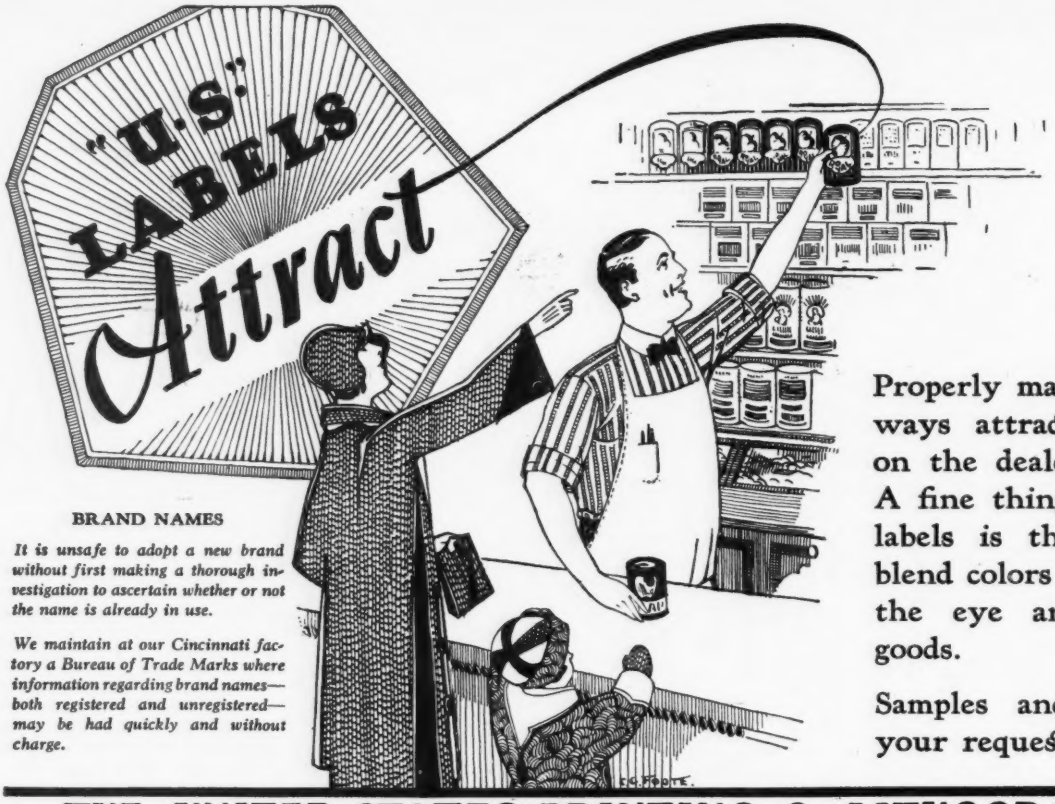
To sell, to vividly portray quality, to create a better and more positive means of brand identification—these are the promises lithography holds out to canners today. There are certain products and specialties to which lithographed containers are ideally suited. What they mean to the selling success of your particular product is a worthwhile subject that the American Can Company would like to discuss fully with you.

Here in our laboratories and factories we have studied lithography for years. We have submitted it to various conditions and cooking temperatures. Developed it. Experimented with new uses. In the light of all this accumulated study we have been able to bring Canco lithography to a stage of excellence that we think you will look long to equal.

With striking and colorful lithography, Canco containers place products in a position to capture greater attention and sales. Their possibilities for your product is a subject to investigate. They may be the one factor needed to spur sales to a new high level.

AMERICAN CAN COMPANY

CANCO



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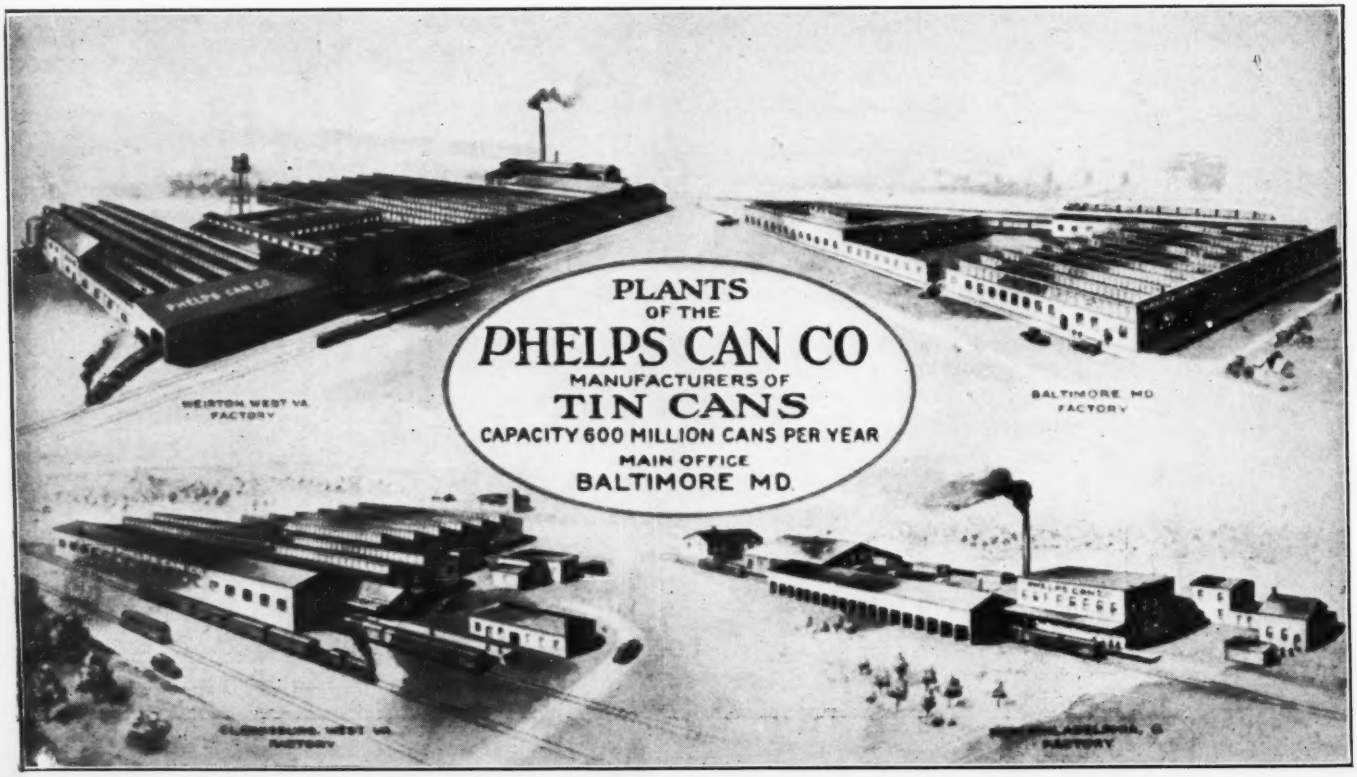

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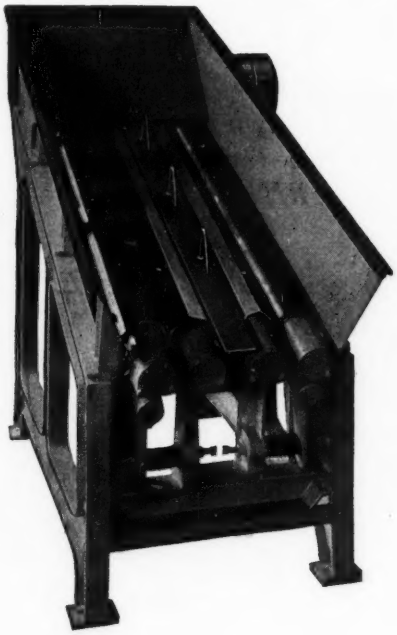

BUILT RIGHT and WORKS RIGHT.

Four non-clogging rolls, all ball bearing mounted, make this the easiest running topper on the market. Users say heavy soils do not clog this topper.

Bearings dust proof.
Requires little power.
Built to withstand constant use.

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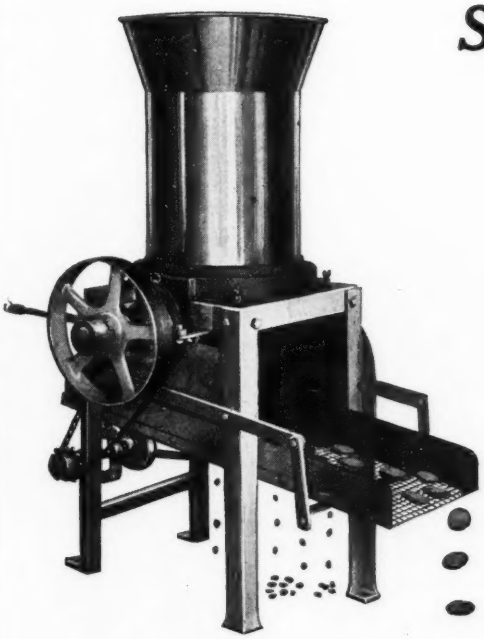

Slices the Beets uniformly. Greater percentage of uniform slices than any other slicer.

Any small pieces removed by seiving through shaker before slices are delivered.

Prices or any other information on request.

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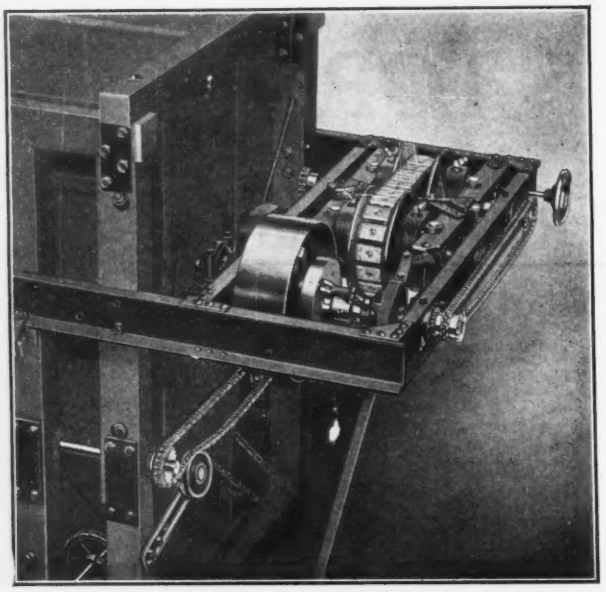
Salem, New Jersey



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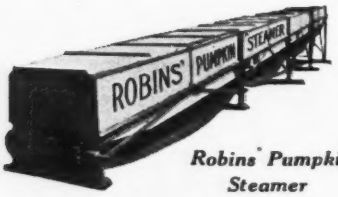

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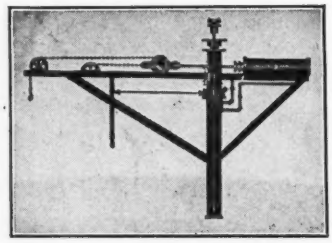
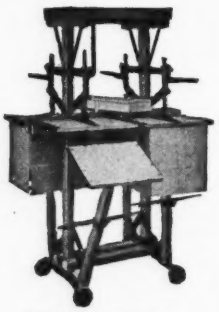


Robins Circle Steam Hoist



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Enamel Buckets
Plain or Numbered

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Manufacturers of

CANNING MACHINERY AND SUPPLIES

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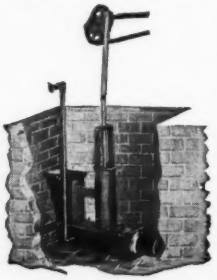
WE FURNISH COMPLETE PLANTS FOR VEGETABLES, FRUITS, SEA FOODS, ETC.



Robins Skin Pump

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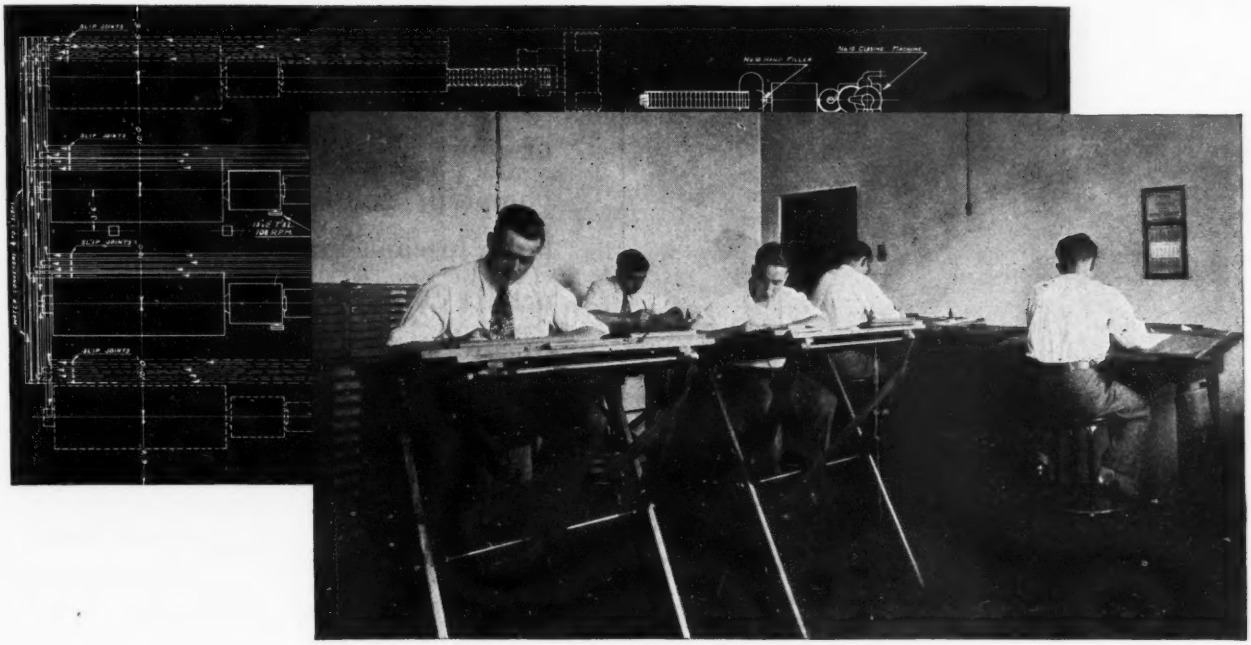

BERLIN CHAPMAN Engineering Service has solved hundreds of Canners' problems, from that of designing a complete new plant to a single unit machine. This service is backed by more than 20 years of successful experience in designing and building canning machinery.

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It contains over 21 new machines, some a vast departure in design from present similar machines. Any single unit machine will fit with your present equipment.

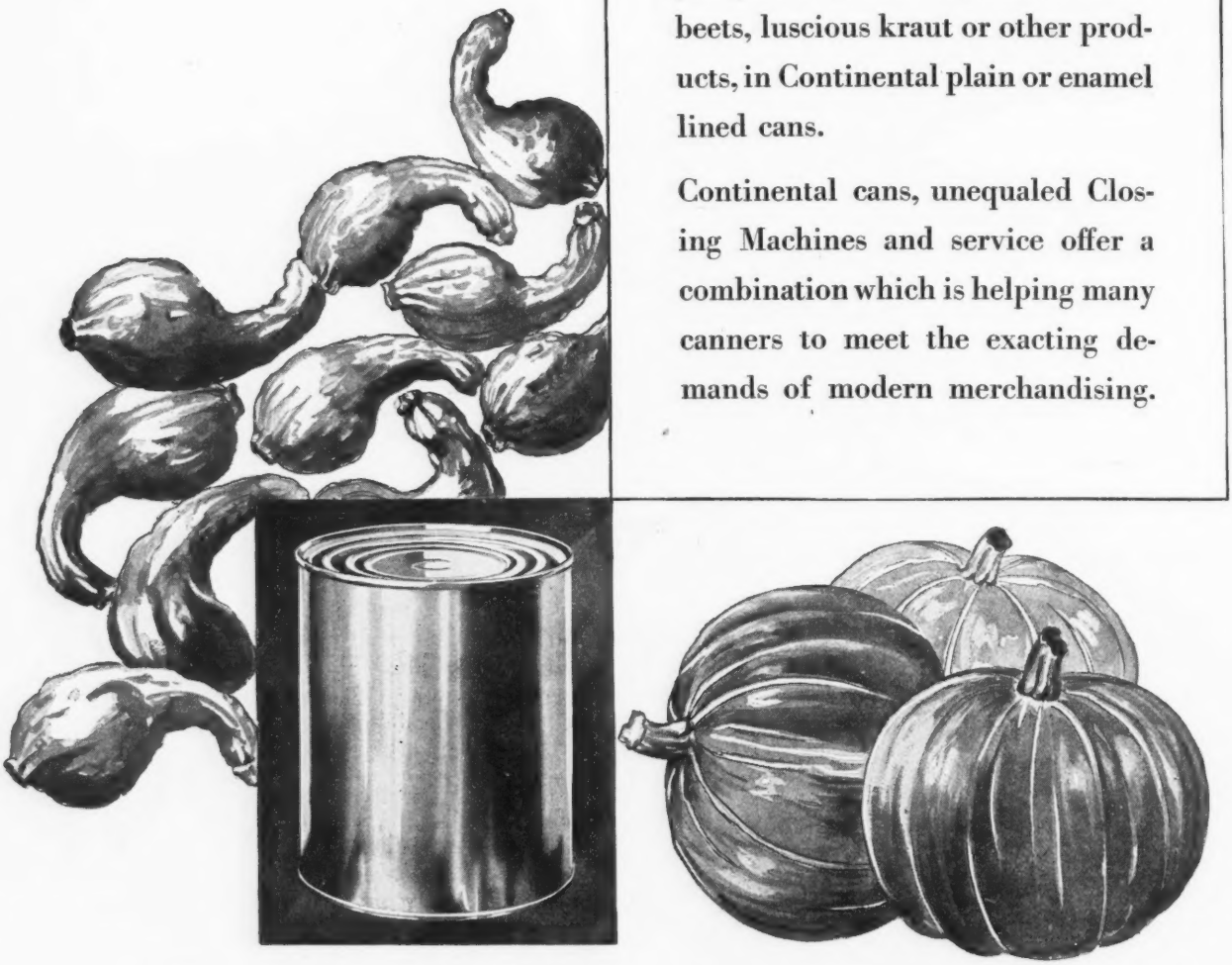
BERLIN CHAPMAN CO., Berlin, Wisconsin

BERLIN CHAPMAN
CANNING MACHINERY
A Single Unit or A Complete Canning Plant

THE *Golden* HARVEST

Protect the quality and appearance of your Fall Packs of mellow pumpkin, golden squash, tender beets, luscious kraut or other products, in Continental plain or enamel lined cans.

Continental cans, unequaled Closing Machines and service offer a combination which is helping many canners to meet the exacting demands of modern merchandising.



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1905—CONTINENTAL'S SILVER ANNIVERSARY—1930

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its fifty-second year.

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Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE, *Editor.*

Vol. 53 BALTIMORE, SEPTEMBER 29, 1930 No. 7

EDITORIALS

EDITOR BRISBANE'S COMMENTS—"The most famous editor in the world," as he is known, Mr. Arthur Brisbane, of the Hearst papers, quoted from our editorial of September 1st in the great Sunday issues (September 14th) of their papers in all parts of the country, upon the question of the canning industry in Russia. Russia right now is very much in the public's eye, and consequently his remarks caused widespread attention, and we have heard from it directly and indirectly from all sections of the country.

Mr. Brisbane quoted us as authority for the statement that canning in the Soviet country is taking hold on a huge scale, and he added: " 'Canning Trade' hopes Russia won't be able to grow food enough to keep those factories busy," the inference being that they would prove very difficult competitors to American canned foods. And that is true. But only provided they can learn to grow the kind and amounts of crops needed to keep their immense canneries running, to produce the 6,000,000,000 cans of foods they have planned to produce within three years from starting. If they can do that they will have done in three years what it has taken the American canners one hundred years to do. That applies only to the production. As for the distribution of the packs, they will have to be distributed throughout the rest of the world, because Russians know little or nothing about eating canned foods, and they cannot be taught in thirty years, much less three years. To one old in the canning business the Russian attempt looks very much like the old "cannery promoting" schemes of thirty years ago, and about as hopeless, with this difference: the Russians sought the canneries, wanted them, and were in no way "persuaded" to erect and equip them.

Will Rogers, Arthur Brisbane—and Arthur Judge, making the front page, top of column, in the great Hearst newspapers—well, we thank you, Mr. Brisbane, and accept the nomination.

And just as we had finished hammering out the above on our old, rusty typewriter comes a postcard from Ogden Sells, who is over there on that job, saying: " 'Tis quite different here, far more so than one suspects, and interesting as well. Regards." The postcard is wierd, depicting a hidious witch flying over a morass and carrying away a beautiful child. Amid the trees is seen a stagnant pool, with bleaching bones, and an owl flying near the witch and child. If you can interpret this allegory go to it, but we do not believe the witch is meant to represent the new Spirit of Russia.

OVERWORKING POLLYANNA—If giving out the ballyhoo will correct the business depresion and "bring home the bacon," the authorities in Washington ought to see it come home in big chunks. It is pitiable the way they are attempting to lull the country to sleep on business conditions, and it will be a miracle if they do not make things worse than they are through such tactics. Government officers and prominent men in business are pressed into service to tell over the radio the wonderful times that are just around the corner, and how everything will be rosy and sweet in the very near bye-and-bye. This week, by chance or by design, prominent trade paper editors, we are told, held a convention in Washington, and they were put on the air to tell the world the bright things they saw just ahead of us. Apparently there was not a dissenting opinion among these "prominent trade paper editors," which, to say the least, is a remarkable thing; or, if there were such, the holder or holders of such opinions were not allowed to talk on the air. It was one grand, sweet song of perfect harmony!

Does this sort of thing do any good? It most certainly does not! Things are not nearly as bad as they very well might be, and not very many business men have lost hope of the situation. In fact, there is a greater degree of confidence felt among the men who count than is usual upon the periodic visit of these more or less panics. And it might be better not to stir up consideration of the case; to let it alone, and let it take the rest cure. The listening public are not all

paranoics, and some of them are liable to surmise that where the powers that be are so busy trying to allay fears there must be some reason for the fears. It is childish, and nothing else, and someone ought to either muzzle the ones having charge of this propaganda, or, better still, take the bosses into a corner and talk common business sense to them.

There is nothing the matter with business except that the banks got a bad case of chilblains after the stock market debacle, for which they were to blame, and have unduly and foolishly restricted credits, until they have checked the free movement of the dollar, and made everyone wait a little longer for his turn at it. If they would loosen up on credits to legitimate business it would permit men to pay bills easier and more quickly, and this would soon go the rounds of the circle, and we would see buying back about where it ought to be. But the bankers are acting like ostriches, and by hiding their heads think they are safe; but they are making the very trouble they profess to be trying to avoid. The "fear" in the situation is in the moneylender, not in business; and that is where the administration should exert its pressure if it wants to help, not in ballyhooing business.

"BELOW U. S. STANDARD"—In conformity with the hypocrisy and the pussy-footing which have been so prominent in public life during the past half decade, it is proposed to call such canned foods as fall below the standards which must be set up under the Mapes Law as "below U. S. Standards." That description of them is true, because if they do not fall below such standards they need not be marked at all, but that merely makes the expression obvious. That is not what you recognize the goods as, and not what you call them, and not what they are called throughout the industry, in canners' and distributors' hands. They are called "seconds," and have been for years. In fact, they are so well known as "seconds" that the term has come into disrepute in the business, even as the goods themselves ought to be. And we know that the desire is to get away from this harsh and uncomplimentary term, and that is why the new term is being urged and suggested. But that is the very reason why they ought to be called exactly what they are, "seconds." If the law cannot be honest with itself, what hope is there that the law will be honestly enforced?

There is no good reason to pussyfoot about this thing. The ones who are the worst scared about using "seconds" are the canners and the wholesale grocers; the public understands what "seconds" mean, for it buys linens and goods of all kinds plainly marked as seconds, and they know what they are getting, because those manufacturers have been honest with their public. Such honesty pays always and in the long run, and the avoidance only hurts the cause.

There is reason to believe that our country is coming out of the hideous morass into which it was led by the hypocrisy and sham of certain sets, and that we are again getting into the clear sunlight. In starting this new regulation let us take step with these improved times and show the world that canned foods are packed and marketed and marked upon their merits, with nothing to conceal and everything to depend upon. The public is reading labels and analyzing them, and if it finds dubious expressions or efforts to befuddle it will suspect the goods and be wary of them. The plain, straightforward expression on goods which fall within its scope of "seconds," and underneath that in small type the further explanation "below U. S. Standards," will do more to put faith in canned foods than any tricky evasion or attempt at evasion.

Walter Campbell, chief of the Enforcement Division having charge of this new amendment to the Pure Food Law, the Mapes Law, is not a namby-pamby, milk-and-water sort of man, but a red-blooded Kentuckian who will demand plain, truthful statements, or we miss our guess.

MARKET FOR CANNED FRUIT IN SOUTHWEST ENGLAND

THE dmand for canned fruit of all sorts is strong on the markets of this district, with a tendency to increase, although there is no appreciable demand for the high grades of canned fruit, according to a report dated August 8 and received in the Department of Commerce from American Consul A. B. Cooke at Plymouth, England. Local wholesale firms handling this commodity state that of the four grades of canned fruit known to the trade—fancy, choice, standard, second—the great volume of trade is confined to the last two, with practically no demand for the first grade and very little for the next highest. They state that the first and controlling point with the consumer is the price—and he inclines to buy the cheapest article irrespective of its quality.

Peaches, pears, pineapple, apricots and fruit salad represent at least 90 per cent of all canned fruit handled.

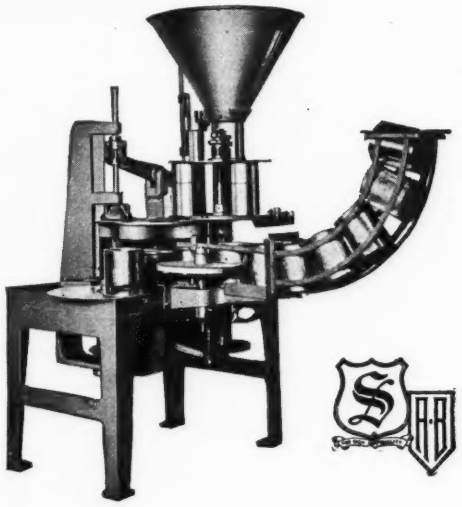
Of these five principal fruits handled some 80 per cent are of American origin. It is estimated by local dealers that the American product represents over 80 per cent of the total local consumption of canned fruit. Demand for American canned fruit appears to be on the increase in spite of a propaganda campaign carried on for a year or more to expand here the sale of "Empire Products," with special emphasis upon canned, dried and fresh fruits.

The only phase of this trade in which the American product has appreciable competition is in canned pineapple. Here the Straits Settlements form a keen competitor. This fruit comes in the form of small cubes (as contrasted with the Hawaiian article, which is usually in slices), sells retail considerably cheaper than the American (Hawaiian), and is reputed to be of inferior quality. Its low price is winning for it growing demand.

None of the canned fruit consumed on this market is imported direct. There is no ocean freight service direct to Plymouth from any of the great canned fruit producing countries. Local dealers obtain their stocks through agents or branch houses of foreign firms located in such centers as London, Liverpool, Bristol.

ITALIAN TOMATO CANNING INDUSTRY

ACCORDING to information cabled to the Department of Commerce on August 28 by American Commercial Attache Mowatt M. Mitchell at Rome, tomatoes are not as plentiful as last year and canning is commencing with great uncertainty as to trend on American markets. British buyers evidently assume that American orders are lacking, and are offering impossible prices.



Weber Apple Filler

THE newest member of the "Peerless" family—now made in the Sprague-Sells plant at Buffalo, New York.

The last word in Apple Fillers, filling sliced or quartered apples into No. 10 cans at 25 cans per minute maximum.

Weight of fill may be regulated to an ounce by a quick and simple adjustment. A No-Can-No-Fill device prevents loss of fruit.

Write us today for complete details. Just clip, fill in and mail the attached coupon to:

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Sprague-Sells Corporation
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Chicago, Illinois

Send us full particulars and price of your Weber Apple Filler.

Name .....

Address .....

There are no Substitutes

for sanitary cleanliness in the canning plant, and to be satisfied with a lesser degree of safe, dependable, harmless cleanliness than is insured by the use of

Wyandotte
Cleans Clean
Sanitary Cleaner and Cleanser

is to run the risk of "flats and sours" caused by preventable sources of contamination.

An order on your supply house for

"WYANDOTTE"

is your best guarantee of efficient, safe sanitation throughout your canning plant.

Do You Do Peeling ?

If you peel peaches, apricots, grapefruit, or process olives, you will be interested in complete information on Wyandotte Canners Alkali. Write this office.

THE J. B. FORD CO.

Sole Mfg.
Wyandotte, Michigan

Crop Reports

Condition of Canners' crops as reported direct by Canners. You need this kind of information, and should appreciate its value. Contribute your share and keep this column up to the minute. We urge your co-operation and invite your communication.

TOMATOES

Hindsville, Ark., Sept. 17, 1930—The crop has been cut very short of what was expected earlier in the year. There was not be quite so many packed this year as was packed in the Arkansas Ozarks last year. We are having too much rain now and worms are infesting the fields to such an extent that some growers have quit. This has been a very unsatisfactory year for the packing industry in a great many ways, but had the weather conditions been good, production would have exceeded the demand so much that the under-financed packers, and a lot of the well-financed ones, would have gone broke. Providence has again saved the canner man from financial destruction.

Modesto, Calif., Sept. 16, 1930—Crop materially longer in Stanislaus and San Joaquin counties than in 1929; quality good. Early setting affected by hot weather. Expect with usual fall weather we will get about an 8 ton per acre yield.

Redlands, Calif., Sept. 17, 1930—Lots of acreage; yield unusually good. Two growers getting a ton to the acre at one picking.

San Jose, Calif., Sept. 16, 1930—Conditions of the crop of Santa Clara and San Benito counties do not look as bright as they did three weeks ago. The weather is cool and crops which looked to be very good and early, now seem to be coming on very slow. Vines are dying from disease and the tonnage is going to be lighter than most of us expected.

Indianapolis, Ind., Sept. 22, 1930—Receipts heavy. Prospect for normal yield with favorable weather. Quality on low ground is good, but poor on high ground.

Vallonia, Ind., Sept. 22, 1930—We will have about 75 per cent of usual pack if favorable weather up to October 10th. The drought and hot weather simply reduced many of the patches. The recent rains have been some help, but cool nights and heavy dew has caused considerable rot, and with the small tomatoes the tonnage is bound to be cut.

Bloomingdale, Md., Sept. 20, 1930—Forty per cent pack. Last year one factory packed 20,892 cases No. 10's; this year, 1,351 cases No. 10's. On account of drought blossoms dropped and those that stayed on ripened too small to can. The other factory packed 35,500 cases No. 10's last year and 20,935 cases this year. Do not expect to pack many more next week, and then we will close for the season. All crops in our section about total failure. Worst condition have ever had in 35 years that we have been in canning business.

Goldsboro, Md., Sept. 22, 1930—On account of the drought, which is still with us, we are only getting about 25 per cent of a pack.

Mayberry, Md., Sept. 18, 1930—Crop has been ruined by hail in our locality and we are not operating this season.

Ridgely, Md., Sept. 22, 1930—Too dry for them to size. Poorest crop we had since 1919. Pack about 15 per cent of 1919 and practically through.

Crane, Mo., Sept. 22, 1930—Pack will be about normal with three weeks of favorable weather. Heavy rains recently did considerable damage, and if we should have more heavy rains, packing would be about over.

Houston, Mo., Sept. 15, 1930—Looks like about 25 per cent. The dry weather made them late, and now the rain and cold weather looks like it will put an end to canning very soon.

Mineral Spring, Mo., Sept. 22, 1930—Ten weeks' drought in June, July and August, but still had a fair yield until September 9th. We had a big rain which did more damage than the previous drought. Yield will be about 70 per cent of last year, but the increased acreage will offset that. Quality has been poorer than last year, but from now on will be as good or better than last year.

Odessa, Mo., Sept. 21, 1930—We have 30 per cent larger acreage than usual and only expect to get 30 per cent of a normal yield based on a normal acreage. This means less than 25 per cent yield. Drought almost ruined the crop.

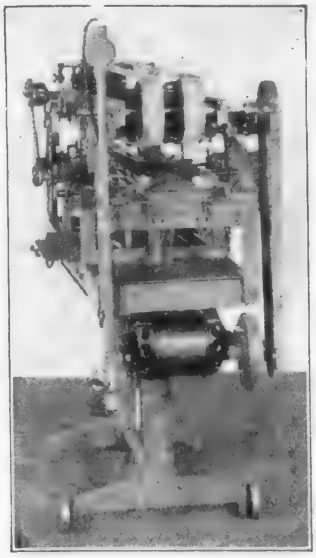
Webster, N. Y., Sept. 22, 1930—Crop in this immediate locality very good and quality extra fine.

New Freedom, Pa., Sept. 22, 1930—Based on our own receipts and the information we have from seeing some Pennsylvania canners, talking on the 'phone to others and from brokers' reports, we believe the Pennsylvania crop is smaller in 1930 than at any time during the last seven years, and certainly is considerably smaller than to the same date last year. Most vines are still in fairly good condition, with a few green tomatoes on them, and the soil here is a little moist from occasional showers. We hope to run until the first killing frost, which is due here any time between October 5th and 25th, based on past experience. If frost holds off until October 20th, we think there will be about half of a normal crop. If frost comes earlier, we think there will be less than half a normal crop. Of course, a normal crop in this section means from six to nine tons per acre, which is double or more than the average per acre production of some other sections.

Daleville, Va., Sept. 20, 1930—The condition of the crop at this time is about 50 per cent less. Up to this time there has not been half the canning as usual, but there remains good vines and some green tomatoes, which will likely mature.

Urbanna, Va., Sept. 23, 1930—About one-third of a crop.

Wirtz, Va., Sept. 22, 1930—Will have about 35 per cent of a normal crop.



"KNAPP LABELERS

are easy to operate"

—say hundreds of Operators.

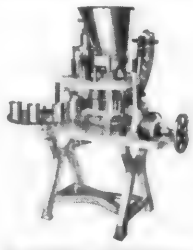
Simplified in design, yet equipped with parts to meet every labeling condition, the 1930 type Knapp Labeler will give you 100 percent good labeling—easily, rapidly and most economically.

Wire at our expense

LABELERS Knapp BOXERS

The FRED H. KNAPP CORPORATION

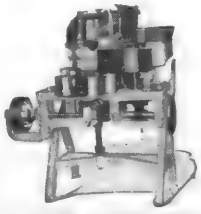
GENERAL OFFICE AND FACTORY
RIDGEWOOD, NEW JERSEY



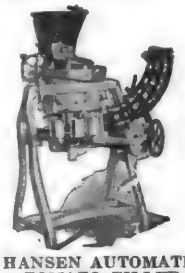
HANSEN SANITARY PEA AND BEAN FILLER

HANSEN FRUIT AND VEGETABLE FILLER

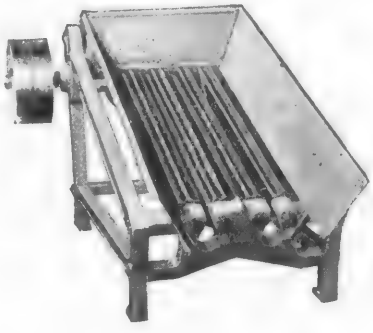
HANSEN SANITARY CAN WASHER



HANSEN AUTOMATIC KRAUT FILLER



HANSEN AUTOMATIC TOMATO FILLER



FOR TOPPING BEETS

This four roll Hansen Beet Topper has topping capacity upwards to four tons of beets per hour. Many users mount them on trucks and haul them on to the beet fields. The beets are pulled, pitched onto the machine and only the topped beets hauled to the factory. Hansen Beet Toppers stand the "gaff". They are bronze bushed thruout and the steel gears are housed and run in oil.

Write for further information.

Hansen Canning Machinery Corporation

Cedarburg, Wisconsin

CORN

Bloomingdale, Md., Sept. 20, 1930—Pack, 30 per cent. 50 per cent if frost holds off until October 10th.

Centreville, Md., Sept. 23, 1930—Crop in this section very bad; about 20 per cent of normal.

Mayberry, Md., Sept. 18, 1930—Crop has been ruined by hail in this locality and we are not operating this season.

PEAS

Mayville, Wis., Sept. 22, 1930—Eight hundred acres. Yield, about 85 per cent.

BEANS

Hindsville, Ark., Sept. 17, 1930—Snap: Our crop was very short this year in the early part of the season, and the late planting season was too dry; therefore not much of a crop.

Vallonia, Ind., Sept. 22, 1930—Green: Our crop was about 10 per cent.

North Bay, N. Y., Sept. 17, 1930—String beans: About 75 per cent of a crop.

Pittsville, Wis., Sept. 22, 1930—Stringless Refugee, Green and Wax: Finished pack with 70 per cent of a normal yield.

CARROTS

Pittsville, Wis., Sept. 22, 1930—Fifty per cent of a normal crop.

BEETS

Pittsville, Wis., Sept. 22, 1930—Will commence packing September 29th. Crop will be about 60 per cent of normal. No chance for further improvement in crop.

OLIVES

Redlands, Calif., Sept. 17, 1930—Very poor crop.

CHILES

Ventura, Calif., Sept. 16, 1930—Mostly all California chiles which we use come from Garden Grove and vicinity. Acreage is less, but quality and quantity are good.

CABBAGE

Indianapolis, Ind., Sept. 22, 1930—Good prospect from northern part of State, but harvested about 50 per cent in central southern.

Webster, N. Y., Sept. 22, 1930—About half a crop; heads small.

PUMPKIN

Vallonia, Ind., Sept. 22, 1930—Estimate the crop at 50 per cent if frost holds off until October 10th.

FRUIT

Modesto, Calif., Sept. 16, 1930—Peaches: Closed a satisfactory canning season on September 6th.

Redlands, Calif., Sept. 17, 1930—Poor crop.

Tulare, Calif., Sept. 17, 1930—Peaches: Normal crop. Apricots: Normal crop.

Webster, N. Y., Sept. 22, 1930—Apples: About same as last year—70 per cent. Quality good, but price low.

What Canned Foods Distributors are Doing

Chains' Tax Fight Suffers Setback—Trading Stamp Plans Censored—Saunders' Stores Show Improvement—Woolworth Featuring Canned Foods in Sales—To Carry Anti-Chain Fight to Congress.

CHAINS' TAX FIGHT SUFFERS SETBACK—Latest developments in the fight of the Southern chain store interests to have the various chain store tax laws recently enacted declared unconstitutional show that the chains suffered their first serious setback when the North Carolina Supreme Court upheld the tax law in that state. Meanwhile in Mississippi, where a temporary injunction has been granted against the state chain store tax law, state officials will not attempt to collect the taxes due under the law until a U. S. Supreme Court decision is available.

The North Carolina case reached the Supreme Court on an appeal from a decision of the Wake County Superior Court in the case of the Great Atlantic and Pacific Tea Company et al. v. Allen J. Maxwell, Commissioner of Revenue for North Carolina. Practically every nation-wide chain system operating in the state has joined the A. & P. in the appeal, as well as several organizations that operate only within the state limits. Some of the chains allied in the fight are: F. W. Woolworth & Co., J. C. Penney & Co., Montgomery Ward & Co., National Bellas Hess Co., McClellan Stores Co. and Sears-Roebuck Company.

The Supreme Court held that the law is constitutional, not arbitrary, and is a reasonable classification. This decision is the first case where both the Superior Court and the State Supreme Court have declared the chain store tax constitutional.

The law was passed by the 1929 legislature and has been marked by severe legal opposition by the chain store operators since its inception. Efforts were made to recover taxes paid under protest for the fiscal year of 1929-30 by the chain stores. Taxes collected under this law up to the present total approximately $12,500.

The petition of the chain store organizations claimed that the tax violated the uniformity clause of the North Carolina Constitution as well as several provisions of the Federal Constitution.

The law, which calls for an annual tax of $50 on each store, above one, owned and operated by the same management, has suffered a better fate than its predecessor of three years. That law, which differed from the present one in that the tax did not start until the sixth unit, was declared unconstitutional by the state courts.

Indications are that the fight against the law will be carried to the United States Supreme Court by the chain store organizations, and hopes are held that an early decision will be available. Some operators expect to have the case before the Supreme Court in October.

Trading Stamp Plans Censored—Following sustained opposition from practically every association of retail grocers in the country against W. K. Henderson's plans concerning the "Hello World" trading stamp, John T. Westfall, secretary of the St. Louis Retail Grocers Association, denied that the "Hello World" stamp was as strong in that city as has been reported. In fact, trading stamps have been gradually declining in popularity, and were it not for the use of them by one large department store the practice would fall into complete obscurity.

Stating that in the past the independent retail grocers in St. Louis had loyally supported Mr. Henderson, Mr. Westfall says "the independent retail grocers in St. Louis had given W. K. Henderson, of radio station KWKH, strong support both in cooperation and financially, but when he launched the trading stamp scheme their ardor cooled."

Pointing out that all of the local, state and national retail grocers' associations have gone on record as opposing the use of trading stamps as a means of stimulating business, the reac-

(*Continued on page 34*)

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General information, available thro' wide spread contacts with producers and consumers, a service we offer to clients.

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IMPROVED STEEL PROCESS RETORT.
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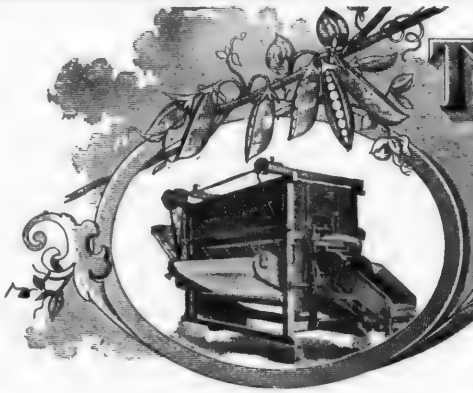

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THOM A. SCOTT (FORMER MANAGER OF THE LIQUIDATED CHISHOLM-SCOTT CO.) GEN. MGR.

The Pineapple Canning Industry of British Malaya

By Carl H. Boehringer, Assistant Trade Commissioner, U. S. Department of Commerce.

ONE of the most important of the minor industries of British Malaya is the canning of pineapples for export purposes. Rubber and tin are Malaya's leading export commodities, with copra and canned pineapples following in third and fourth positions, respectively. Exports of other items, such as dried and salted fish, rice, pepper, areca nuts and cotton piece goods are listed higher by value than canned pineapples in the official customs returns, but these products are largely re-exports and not essentially products of Malaya.

The planting of pineapples for commercial purposes was begun in Malaya by a Frenchman named Bastiano, who opened up a plantation on Singapore Island in the early nineties. Very little information is available regarding this enterprise, inasmuch as the entire industry soon fell into the hands of the Chinese, who have controlled it ever since. The interests of the European planters in Malaya centered around coffee, and later rubber, and they were not at all interested in developing pineapple plantations.

Although it is reported that Bastiano brought distinction to Malaya as the first country to can pineapples, being several years ahead of Hawaii, opinions on this point differ considerably. Another view is that Bastiano canned pineapples in a small way but that the pioneer pineapple factory was built by the Chinese Jit Sin kongsie about 1898, and this factory is still in operation. From this small beginning the industry has grown until at the present time there are twelve kongsies or firms operating sixteen canneries, ten of which are in the Unfederated Malay State of Johore, five in the Straits Settlements colony of Singapore, and one at Klang, in the Federated Malay State of Selangor.

Development in the years preceding the World War was fairly rapid, but during the 1914-18 period, when the channels of trade to the United Kingdom and Europe were disrupted by prohibitive freight rates, the industry faced extinction. The Chinese small holders uprooted their plantings or else allowed them to deteriorate, while the canneries were closed with heavy supplies of stocks in their godowns. A small outlet was provided by making shipments to Egypt and Iraq for the use of the allied troops in those areas.

After the close of the war development began anew, with the greatest expansion taking place during the years from 1924 to 1929. In 1919 exports totaled only 255,873 cases, while in 1924 this figure had risen to 1,146,600 cases, and in 1929 to 1,700,000 cases, a record pack, and greater by 21 per cent than that of 1928, which was the next highest. In spite of the low prices for canned pineapple prevailing on the Singapore market during recent years, development has continued, and it would appear that still greater production will take place.

The present report aims to describe the pineapple industry in British Malaya, giving information with regard to varieties of pineapples grown, areas planted, cultivation and harvesting; the canning industry, describing methods for grading, sizing and preparing of fruit for canning, machinery used and additional pertinent information; distribution, describing the packing, marketing and exporting of this product, together with general market information.

Varieties Grown in British Malaya

Acording to the Malayan Department of Agriculture, the most common variety of pineapple grown in British Malaya is that known locally as the Singapore Canning Pine. This is the Queen Pine, undoubtedly very similar to the Red Jamaican pine grown in the West Indies. The Queen Pine is of medium size, often with reddish leaves, and with the fruit a dull red, cylindrical in outline, but not tapering upwards, the flesh white, or more usually yellow. This pine is rather flavorless, or apt to be so when fresh, but develops a good flower when tinned, being widely grown for that purpose.

The Mauritius pine is very well known in the Straits Settlements, particularly in Singapore, and in nearby Johore. It has narrow leaves of a distinct reddish color, and very small bright yellow cylindrical fruit usually four to six inches long, the flesh of which is rather firm and yellow, and of exceptionally delicate flavor, too small for ordinary tinning but considered the best eating pine in Malaya.

The Sugar Loaf pine is not cultivated to any degree in Malaya, but it is imported from Sarawak. This pine has a conic fruit tapering upwards, bright yellow in color with yellow flesh. It is one of the largest pines, often weighing from 14 to 28 pounds. It is not used for tinning, as the fruit has too spongy a texture. It is a popular dessert pine.

Additional varieties have been grown under field conditions at the Malayan agricultural experimental station at Serdang, including the Smooth Cayenne of Hawaii and varieties from Fiji, but so far not on an extensive scale. The Smooth Cayenne has proved to be very sensitive to leaf wilt, and for this reason it is doubtful whether it will ever be planted to any extent. Up to the present time the Department of Agriculture has interested itself mainly in the selection of varieties, and no pineapple breeding work has been attempted.

Soils

Althought the pineapple will grow on most soils in British Malaya, providing they are well drained, it usually thrives best on the stiff clay types of soil which are usually deficient in phosphates, potash and lime. Richer soils do not seem to suit the pineapple better, but the plant does not seem to be very particular as to its habitat so long as the soil is free and open, and not damp and low-lying.

Under shade the pineapple grows and develops long leaves, but little or no fruit, and that very inferior. Pines grown in low-lying damp ground do not thrive; they not only fruit badly, but are more liable to disease.

Propagation

Pines are propagated in Malaya principally by means of the offshoots or suckers from among the lower leaves of the plants. They are peeled or cut off and allowed to dry a little in the sun and then planted. These suckers, if sufficiently dry, will travel well for a long distance, but if sent wet they will quickly rot, as they will if packed at all damp in bulk. The suckers selected for planting should be strong fresh ones, 9 to 12 inches long. The lowest leaves are usually pulled off before planting, so as to allow a bare piece of stem to fix the plant in the ground. The suckers should fruit in 12 to 15 months after planting.

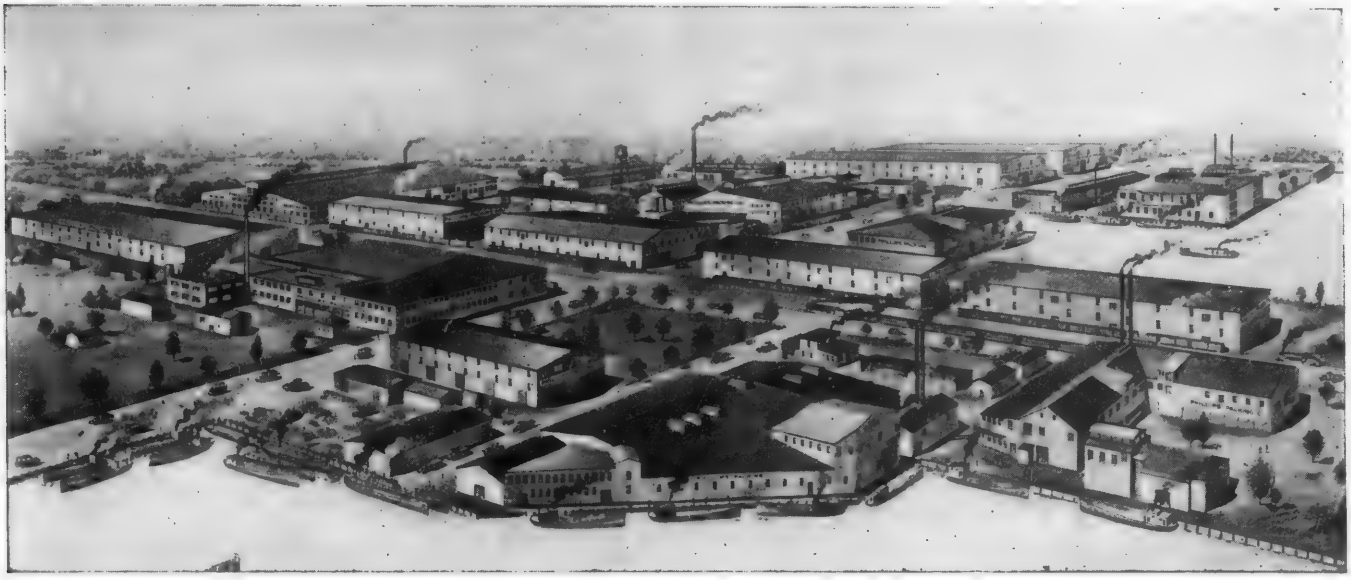
Slips or suckers from the base of the fruit above the leaves produced in some kind of pines are also used for planting. They are stated to take not less than 18 months to produce fruit, being slower than the suckers from below the leaves, but the fruit is larger and better. It is recommended by the Malayan agricultural authorities that these slips be removed where possible from the base of the fruit, as they are injurious to the development of the fruit.

The tops or crowns of the fruit can be planted if necessary, but this is not recommended, except in exceptional circumstances, as they are very slow of growth. Seed is occasionally produced, but not often, at least in the Malay Peninsula, and pines containing seed are generally inferior in texture and flavor. Plants may be also propagated from leaves, these being laid in a bed of sandy soil and kept moist and shaded, but in practice this method of propagation is seldom adopted in Malaya.

Planting

The Malayan Department of Agriculture states that pineapples are planted in rows four feet apart, the plants being spaced about two and a half to three feet apart in the rows, with a six-foot path at every 100 feet. Another plan followed is to plant them in rows two and a half feet apart with a five-foot path between every three or four rows. In any case the plants should not be more than two and a half to three feet apart. About 3,000 suckers are required to plant up an acre.

The fields, which in the majority of instances have been newly cleared land, require careful weeding. The first pines are pro-



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duced from the suckers in 12 to 18 months. After the ripe fruit is removed the suckers are cut out, leaving only two or three of the strongest. If all the suckers are left they will produce fruits next crop, perhaps as many as a dozen, but the fruits will be small. If only two are left the fruits will be much larger.

Yield

As previously stated, the pines commence to fruit at from 12 to 15 months, and with good cultivation should produce about two fruits to each plant a year. Under ordinary conditions the average yield of pines in Malaya is from 4,000 to 5,000 per acre, but much depends on the growth allowed, and, as explained above, if more than two suckers are left on the plant the number of fruits produced will be higher, though much smaller in size.

There are usually three main crops during the year, November to December, February to March, and the heaviest in June and July, but the crops depend much on rainfall, and when there is a spell of dry weather of long duration the pines do not fruit.

A properly cared for plantation as cultivated in the Straits Settlements lasts from five to six years, but the pines gradually get smaller, and after the sixth year it is usually found necessary to cut out the old plants and replant with strong fresh suckers.

Manuring

Manure is not commonly used in the Malay Peninsula on the large Chinese rubber estates, where pineapples are grown as a catch crop, but Chinese small holders or squatters occasionally apply a small quantity of cow manure. For tinning pines, which require to be cheap, it is considered not worth while to go to the expense of manuring, and it is only practiced where pines are chiefly grown for the fresh fruit market.

Artificial manures or fertilizers are not employed in Malaya as they are in Hawaii, chiefly because the pines in the majority of cases are grown as a catch crop on rich land that has been just cleared from the virgin forest.

In clayey soils the application of lime when preparing the ground has been found highly beneficial, which is probably due to the action of lime in liberating the unavailable potash usually present in this type of soil.

Although the field pines grown in Malaya are usually grown without any manuring at all, and on soils which are remarkably deficient in both potash and lime, the Department of Agriculture states that it is possible that a system of judicious artificial manuring in the latter stage of growth might increase the life of the plantation considerably, but this is a matter for further investigation.

Diseases and Pests

The pineapple has few insect enemies and is not subject to many diseases. The worst animal pests which destroy pines in Malaya are porcupines, misangs (East Indian civet) and wild pigs, which are very destructive in districts where there is much jungle.

Insect pests are seldom injurious, but the worst seem to be mealy bugs (Coccidae), which attack the young leaves and base of the pine. Entomologists of the Malayan Department of Agriculture recommend that when the plant is attacked the suckers should be sprayed or washed with tobacco water made up of one pound of tobacco in two gallons of water. The use of sulphur and lime wash is also recommended, the suckers being immersed in this before planting.

Fruit-rot appears to be the most common pineapple disease in Malaya. Fruits affected by this disease may appear to have ripened unevenly, patches on the surface remaining green while the rest of the fruit possesses the orange or red color of ripeness, but often there is nothing on the outside to show that inside there is a decay. Occasionally there is a depression or hole in the surface above the diseased portion. On cutting through the pine it is seen that one or more segments are rotten, the placenta and walls of the ovary decayed and very often dried and withered up leaving a hole in the flesh. Usually there are more than one of these affected in a diseased pine, but the disease does not spread to the core of the fruit nor from one fruit to another. The disease is due to the attacks of a fungus which appears to enter the fruit by some wound, such as that caused by a mite or beetle. Fruit-rot, though not completely destroying the fruit, spoils it for sales purposes, and in tinning the parts decayed have to be excised. In some canneries in the case of pines so diseased the fruit is preserved in the form of chunks or cubes, the decayed bits being cut out and thrown away.

Cultivation

The bulk of pineapples produced in British Malaya is raised by Chinese squatters, who lease a certain amount of land, from five to ten acres in extent, from Chinese plantation owners, or, as in the Straits Settlements, from the Government. The squatters on the estates agree to plant and cultivate young rubber, coconut, banana and other trees, for the privilege of raising a catch crop of pines, from the sale of which fruit they derive their profit. Inasmuch as the pine plantings are usually good for only six years at the most, the squatter is obliged to leave his holdings at the end of that period as arranged in his contract, and take up another holding and repeat the process of raising rubber and other trees for the estate owner and pines for himself. Chinese small holders, renting land from the Crown Colony of the Straits Settlements, pay a rental of $1.00 ($0.57) per acre, although this was $2.00 ($1.14) prior to April 1, 1930.

It is customary for these Chinese squatters to contract with the canneries to take their fruit and in general they receive a fair price. Occasionally, however, they are obliged to sell their fruit to the canneries at little, if any, profit. Prices for fruit purchased in the open market varies considerably. At the present time rates range from $1.50 to $3.00 ($0.86 to $1.71) per 100, according to size. Since the squatters who cultivate pineapples in Malaya are usually very poor, they use only the most primitive of hand implements. All members of the family are obliged to take part in planting the pines, in keeping them free of weeds by hoeing, and in harvesting them.

Harvesting

When the fruit is ripe the squatter, armed with a heavy knife that resembles a meat cleaver, goes over his plot, cutting out the good fruit and dropping it in rows, where it is picked up and carried to a loading place at the roadside. All of the fruit was formerly taken to the canneries by oxcart, but this method has been largely superseded by motor truck.

No time is lost in getting the fruit to the canneries, which operate night and day during the seasons when the fruit is harvested. It is a fairly common sight in the producing areas of Johore and Singapore to see trucks loaded with pineapples on the streets and roads at all hours en route to the canneries.

Grading and Sizing

The methods employed by the canners to grade and size the fruits as it is received are most primitive. According to an Englishman, who is at present the only European employed in the British Malayan pineapple canning industry, and who directs the canning of about 40 per cent of the total pack, all grading and sizing is done by hand. When the fruit is unloaded at the receiving stations it is passed down to a more or less experienced Chinese coolie, who judges whether it shall be classed as suitable for the Special Golden grade, the Good Average Quality goods or just ordinary No. 2 grade.

Some additional grading is performed by the cutters, who are perhaps in a better position to judge quality. In general it may be said that all prime fruit, at just the proper stage of ripeness, is packed as Special Golden, the choicest grade. The fruit which is not quite as good in quality is packed as Good Average Quality (G. A. Q.), while the poorest grade, No. 2, represents the remainder. Efforts have been made by the more progressive canners during recent years to eliminate the No. 2 grade entirely. While considerable quantities of this grade are still packed, it is said that in general the total amount is relatively much less than formerly.

Areas Planted

The following gives the acreage devoted to pineapples in British Malaya during 1927 and 1928, as reported by the Malayan Department of Agriculture in the Malayan Agricultural Journal in August of 1928 and 1929:

Pineapple Acreage British Malaya, 1927-28

F. M. S.	1928	1927
Selanger	2,737	3,954
Perak	457	407
Negri Sembilan	105	313
Pahang	3	50
Total F. M. S.	3,302	4,724
Unfederated Malay States.		
Johore	35,000	15,000
Kedah	.....	165
Kelantan	.....	.....
Trengganu	.....	1,000
Total Unf. F. S.	35,000	16,165
Straits Settlements, Penang and Province		
Wellesley	651	600
Malacca	212	210
Singapore	1,000	2,000
Total S. S.	1,863	2,810
Total British Malaya	40,165	23,699

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HYDRO-GEARED PEA GRADER

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Other impressive features include:

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Good feeding is half of good threshing and in order to insure good threshing, you must have a viner feeder that separates the large forkfuls of vines and feeds the viner as continuously as possible. Continuous, even feeding is essential to best results on any viner. For these reasons, over three thousand Hamachek Ideal Viner Feeders with distributors have been manufactured and sold.

Important improvements have been made on Hamachek Feeders during the past few years. With these improvements the feeder requires less attention, the upkeep is reduced, and its efficiency is increased.

Our standard machine is now made so that when it is installed its feeding end is about twenty inches lower than the opening in the viner, which results in easier pitching. Longer feeders can be furnished for convenience in pitching vines from the ground.

The distributor is now pivoted so that its discharge end automatically raises when too large forkfuls are fed into the feeder. Any forkfuls that can enter between the distributor and the conveyor will pass into the viner without clogging. The sides of the feeder are held apart with cast iron braces so that the discharge end is free to raise and adjust itself automatically according to the size of the forkfuls of vines. The specially designed feeding chains are now heat treated, which adds considerable life and strength.

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Statistics showing the 1929 acreages are not available and it is extremely difficult to obtain an estimate on this point, since the acreage is by no means stable, as can readily be seen from th above table. In other words, new plantings may not always increase the total acreage, but merely replace the acreage that is rooted up in the rubber plantations, where pineapples are grown as a catch crop.

Johore shows the greatest acreage devoted to this crop, and it is reported that still greater developments may be expected in this State. The second most important area for pineapples is Selangor, where practically all of the crop is grown for a large Chinese cannery at Klang. The Selangor acreage in 1930 was reported to be more than 3,000 acres, which compares to 2,737 for 1928.

Practically all of the acreage shown in Perak, Negri Sembilan, Pahang, Penang and Province Wellesley and Malacca is devoted to raising fruit for the fresh fruit market, since transportation costs prohibit shipments to the canneries. During 1929 and the first quarter of 1930 the low prices paid for the fruit by the canneries stopped these shipments entirely in favor of the fruit grown in the immediate vicinity to the canneries.

The Malayan Department of Agriculture reports the present acreage to be between 40,000 and 50,000 acres.

Factors Limiting Cultivation of Pineapples in British Malaya

The greatest factor which limits the output of pineapples in Malaya is the system of cultivation now practiced. Since there is not a large margin of profit in the undertaking, it is evident that Europeans will not soon become interested in this crop, especially since it is as yet unproved whether permanent culture would be profitable.

Labor is cheap and satisfactory, while rainfall and soil are also favorable. Whether the land is fertile enough to support a second crop planted after the first crop is removed is doubtful, and is considered impracticable by the Chinese growers. This difficulty could, no doubt, be overcome by a regular system of manuring.

Under present conditions the pineapple may only be grown profitably in those areas where land and labor are available and transport cheap. It is stated that very large areas are still available for pineapple culture in Johore. Suitable land exists in other states, but transport to the canneries and labor costs would be higher. Under European direction, however, extended activities might be profitable. The fact that the production of fruit is not evenly distributed throughout the year makes it necessary to call in additional labor in the canneries at certain periods of the year.

D. H. Grist, agricultural economist of the Malayan Department of Agriculture, states in the April, 1930, issue of the Malayan Agricultural Journal that "it must be realized that the whole area under this crop is interplanted with rubber, which will entirely replace the pineapples in the course of about six years. The area under the crop in Malaya is between 40,000 to 50,000 acres, of which probably less than 5,000 acres is of pineapples treated as the main crop. It follows, therefore, that the maintenance of the canning industry depends upon new areas being opened up and planted with pineapples to replace the old areas as they drop out. This replanting depends, at present, almost entirely on the planting up of new areas with rubber, in which pineapples is to be treated as a catch crop. It is reasonable to anticipate that the program of planting up new areas with rubber will proceed at a less rapid rate than hitherto, on account of the present slump in rubber.

"The cultivation of pineapples as a sole crop is quite possible, provided suitable provision for fallowing areas and a program of manuring is given consideration. The great advantage of this system would be that the factory and machinery might be established of a more permanent nature than those general at the present time. This would react favorably on the cost of production and the maintenance of the quality of the finished product."

Since it is estimated that during 1929 one-third of the pineapple crop was never harvested and allowed to remain in the fields to spoil, it would appear that Mr. Grist's views are open to question, at least in so far as the immediate future is concerned.

The Canning Industry

Although pineapples were canned first in Singapore in 1898, conditions in the canning industry have changed but little since then. Labor, which is all Chinese, has been and still is very cheap and plentiful, so that the incentive for using a maximum of modern machinery has been lacking. Several of the more progressive canners, of which Tan Kah & Company is indisputably the leader, have experimented from time to time with modern machinery in an effort to produce a product of higher quality and with greater efficiency. The lack of skilled labor to satisfactorily operate the machines, which were sometimes not adapted to local conditions, and the high cost of these machines compared with the cheap production costs where hand labor was largely employed, predicated against the development of a modern canning industry in Malaya.

It is reported that reliable persons acquainted with the American canning industry say that canning practices and sanitary regulations in British Malaya compare most unfavorably with those in the United States.

During the past four years efforts have been made to improve the quality of Malayan canned pineapples, if possible, without increasing the cost. A pineapple canners combine was formed in August, 1926, with the object of improving the quality and uniformity of the tinned fruit and, as a consequence, obtaining a better price for it. Although this combine was dissolved in 1929, due to the fact that some of the canners sold their products below the price agreed upon and because new canners came into the field who did not join the combine, it is generally believed that the combine did much to improve the quality of the canned fruit. On March 22, 1930, a second combine was formed primarily to raise the price, but also to improve the quality. This combine was marked for failure from the start, since it was organized without taking the largest and most influential company into membership. Within a few days after its inception it was reported that this combine had also proved ineffectual as a price-fixing body.

(To be continued)

NOTICE TO CORN CANNERS

By W. G. Campbell, Chief
Food and Drug Administration.

THE Administration has acquired information indicating that corn canners in some instances are resorting to the packing of field corn. While there is no objection from the standpoint of the Federal food and drugs act to the canning of sound, wholesome field corn, it is obvious that the practice necessitates a form of labeling which plainly designates the canned article as "field corn," and which is otherwise free from misleading features tending to confuse the identity of this product with that of the usual canned sweet corn of commerce.

The interstate or export shipment of canned field corn under false or misleading labeling is in violation of the food and drugs act.

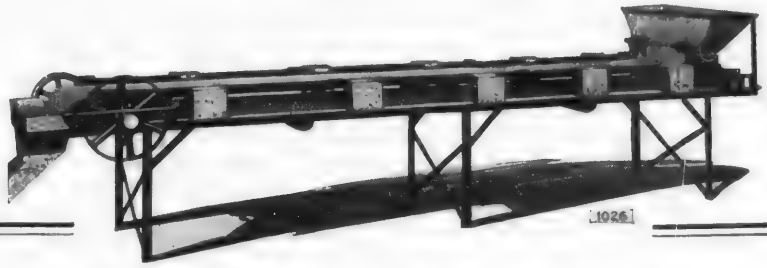
INCREASED EXPORTATION OF CANNED FOODS FROM KINGSTON, ONTARIO, CANADA

PRELIMINARY reports indicate that the output of canned foods from the above district will exceed that of any previous year, states American Consul George Gregg Fuller in a report dated August 20th. There was an abundance of rain during the month of July. Moreover, the acreage of crops contracted for by the canners is approximately double the acreage of last year.

Last year Prince Edward county canners put up $2,500,000 worth of canned foods, and furnished two-thirds of all canned vegetables consumed in Canada. A considerable amount was also exported.

Tomatoes in certain districts were threatened with dry weather the first of August, but subsequently heavy rains have altered the outlook. A larger than average pack is expected.

The main crop has been peas. As long as peas are cheap the Canadians purchase them rather than corn. An extraordinarily good crop was gathered and satisfactory prices are expected.



If All of the Monitor Picking Tables in Use

were placed end to end in a straight line, it would require some journey to travel the distance.

And if they were all in operation, they would be found giving perfect satisfaction.

Do not overlook the special hinged side rail feature. This rail covers the edges of the belt on both sides. When you are cleaning up, you can fold it back out of the way, allowing perfect cleansing of the parts of the belt. We recognize the necessity of this.

Canadian Plant
HUNTLEY MFG. CO., Ltd.
Tillsonburg, Ont.

HUNTLEY MFG. CO.

P. O. Drawer 25 BROCTON, N. Y.
(Formerly at SILVER CREEK, N. Y.)

SPECIAL AGENTS
A. K. Robins & Co., Inc., Balto., Md.
King Sales & Engineering Co.
75 Fremont St.
San Francisco, Cal.
Brown Boggs Ltd., Hamilton, Ont.
Cannon Supply Company
Salt Lake City, Utah

SPEED UP FIELD WORK
WITH

SWING'S 5/8 HAMPERS

Economical manufacturing is best effected by using machinery and supplies that will do the job for which they are designed Best and Cheapest. Swing's 5/8 Bushel Tomato Hampers will start your Tomato Canning Operations right because each hamper is Machine Stitched and is Inspected so that Every One we deliver to our customers will do its job Best and Cheapest. Your inquiry will bring us to see you with samples.

Swing Brothers Inc., Ridgely, Md.

The Bloomsdale Tomato

The Ohio Experiment Station has reported The Bloomsdale as picking 18 tons per acre as compared with the 5⅓ tons credited to Stone. Likewise it is a 25% larger cropper than the well-known Earliana. The Earliana is somewhat flat and convoluted while The Bloomsdale is early, far superior because it is smooth, plump and a continuous picker. Five pickings at intervals of ten days for a total of 50 days is not out of the ordinary. The plant is particularly hardy, being free from disease both at stem and fruit. All of The Bloomsdale seed is grown by us at Bristol. Be sure to place your order now.

D. LANDRETH SEED COMPANY
Bristol, Penna.

LEADERS FOR THREE CENTURIES *BUY THE BEST*

Better Profits

A department devoted to the consideration and discussion of sales questions of every kind, and to every phase affecting the sale and distribution of canned foods; therefore, of utmost importance to every canner, because on your sales depends your profits. Improvement in selling methods must result in better profits. Conducted by an Expert of long experience, but whose identity will be kept hidden.

QUESTIONS INVITED, AND YOUR OPINIONS WELCOMED.

AN Iowa canner writes:

"For years we have been building a business by means of exclusive distributors, and now we find conflict after conflict arising between territories which overlap or only even meet. We try to do the right thing by all as we see it, and still are in hot water most of the time. Do you think we should continue selling under this distributorship plan or throw the line open in all territories?"

Exclusive arrangements with any wholesaler certainly offer advantages worth a great deal to a canner who is fighting for business. First of all, the canner operating a sales force in connection with the distribution of his goods through exclusive distributors has, or should have, the sales force of each distributor working on his product to the exclusion of all others.

Such a canner's sales force is multiplied in strength many times, and his sales are apt to increase without undue expense on his part after any necessary concessions to distributors have been taken into consideration. Wholehearted support by a wholesaler is not always forthcoming, is sometimes deliberately withheld, and more often only extended after pressure has been brought to bear by the grantor of the exclusive franchise. Various reasons are apparent why this is the case.

First of all, the wholesaler may be one of the wishy-washy kind, who are always imagining that something else will answer the question of increased sales and profit better than what is being pushed at any given time. This sort of wholesaler could not adequately support a thistledown on a calm day in June.

The least breeze or zephyr would waft the thistledown away. In just as easy a way the least opposition offered to your line in such a wholesaler's hands will succeed in getting the support you thought you were going to get from the wholesaler when you appointed him. Then we have the "slick" wholesaler who imagines he is playing a smart trick on some competitor if he ties up all the desirable accounts offered in a market, supports them just as little as he can and hold them, and finally relinquishes them when forced to do so but with a sour look and sourer attitude toward the line he has held as long as possible without developing it at the expense of volume on some pet account which he feels should have preference.

The third class of wholesaler is the kind we always have with us. As a matter of fact, they say "Woman's work is never done while man works from sun to sun," but those who repeat this so glibly have no conception of the times a packer must resell a distributor each year and season in order to secure maximum support from his salesforce.

Some packers feel time is wasted now if spent in developing a wholesale distributor while so many chain grocery stores are in the field and buying the entire output of countless factories.

This attitude shows a faulty analysis of the present situation in the distribution of groceries.

The wholesale and retail grocer supplied by the wholesaler are today in a better position to deliver support to a line than they have been during the past five to ten years.

Go into any community you wish and in it you will find a wholesale grocer functioning profitably according to the needs of his community. He may be handling interior and exterior paints in car lots, he may be selling automobile tires, he may have the franchise for distribution of gas or electric refrigerators, he may be the distributor for ginger ale or near beer in lots of ten cars or more yearly, but he will also be selling a lot of groceries and canned foods to retail grocers who would not know what to do or where to buy their goods if the wholesaler decided to go out of business tomrrow.

The first thing to be done is to get as many of such wholesalers as possible interested in your line, get them to support it and then see they do support it.

It requires more attention than you have probably been giving to the matter, but support can be had from wholesalers and to a degree that will surprise you.

When such support has once been obtained, see that you retain it. When those distributors who are supporting you line loyally complain that others are encroaching on their territory, look promptly into the matter and see if they are being bothered by others also selling your line, stick with the jobber offering you the greatest support at present, stay with the one who has been loyal to you in the past if he is still loyal and supporting you with volume sales.

Investigate the matter carefully, however.

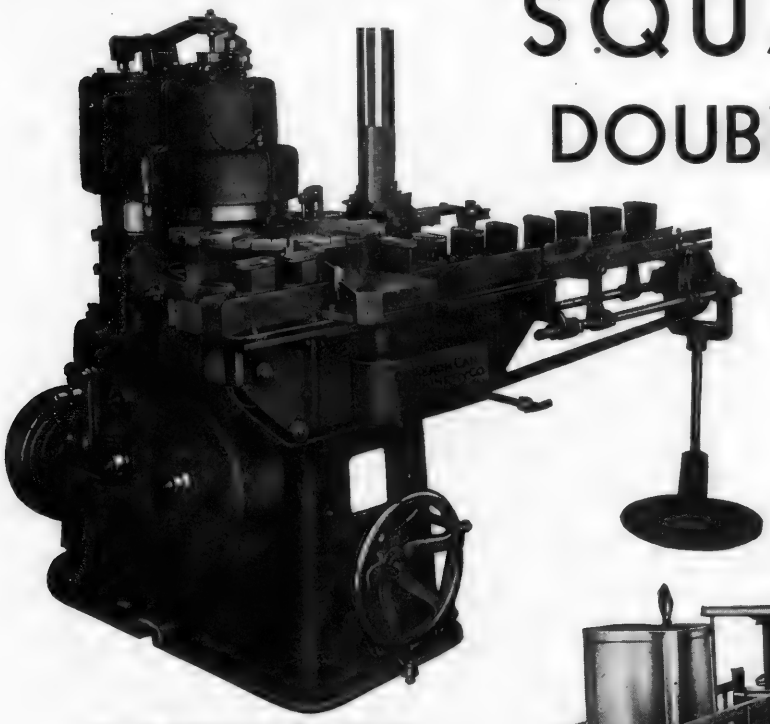
Many times a distributor in territory where another handling the same line seems to interfere is actuated by personal motives when complaining his territory is being invaded by another. Even spite sometimes enters the scene, and you will hear terrible tales of ruthless competition which when sifted out and traced down are based on nothing more substantial than the imaginary grievance of one individual salesman against another working for a competitor.

Such instances call for nothing more than common sense and a personal interview to settle, as a rule.

After territory has been allotted to a really worthwhile exclusive distributor you will sometimes find such a one to be anxious to tie up too much.

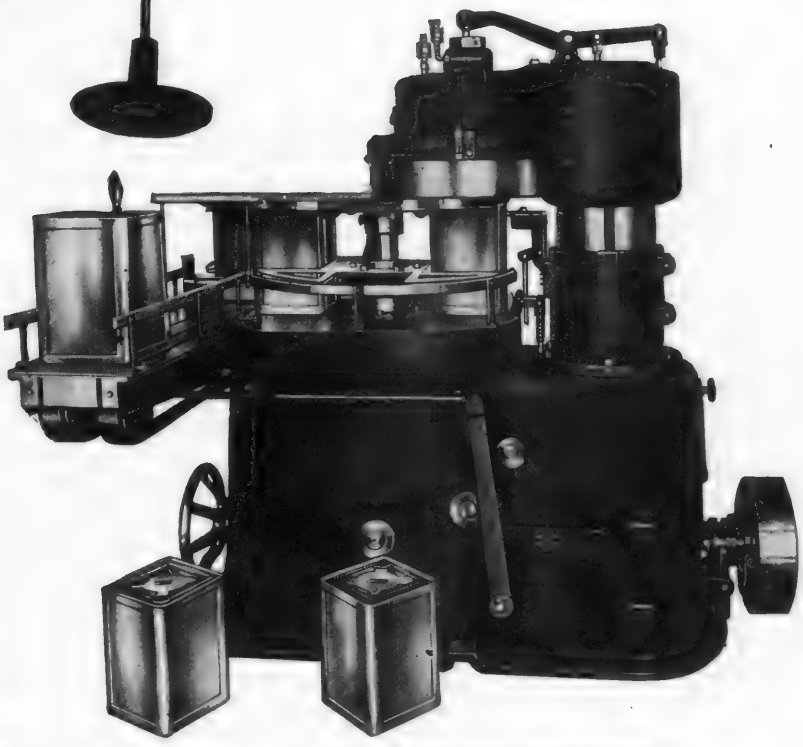
You must be careful not to let this happen. Here starts a great many of the conflicts between territories.

SQUARE CAN DOUBLE-SEAMERS -TOO-

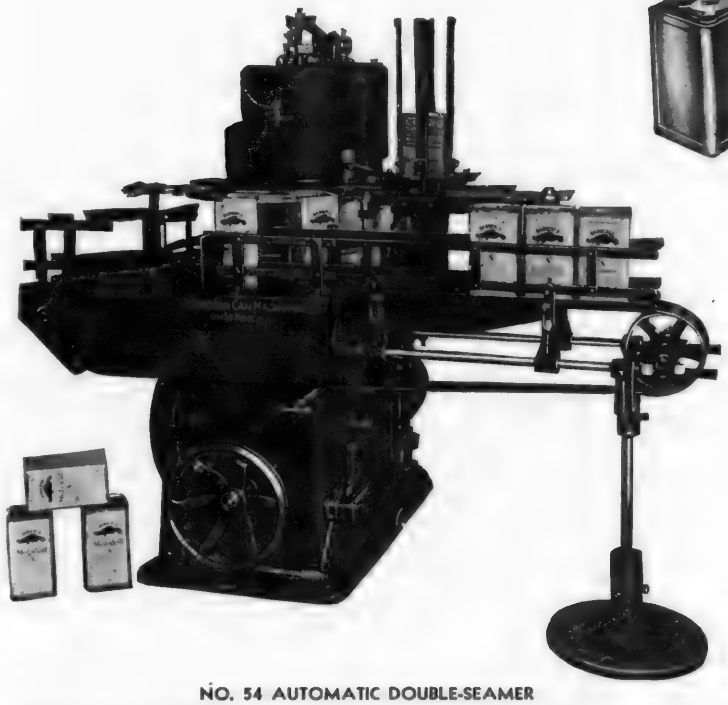


NO. 53 AUTOMATIC DOUBLE-SEAMER

We Also Make Double-Seamers In Several Styles for Cylindrical Shaped Cans.



NO. 58 AUTOMATIC DOUBLE-SEAMER



NO. 54 AUTOMATIC DOUBLE-SEAMER

WE MAKE EVERY MACHINE FOR CAN-MAKERS

CAMERON CAN MACHINERY COMPANY

240 N. Ashland Ave.
CHICAGO, U. S. A.

When the matter is first gone into, be as certain as you can that your distributor is going to operate on your line only in such towns and cities as are logically in his territory.

It will be okeh for you to allow him for the time being to sell your goods in points more logically in the territory of others as long as you have a definite understanding with him in the first place that his territory consists only of certain points or is bounded by county lines except during the time when you have no other distributor in a position to give you better coverage. But define the territory carefully in which you are willing to give full protection.

And then give it!

When first considering opening new territory, however, give careful thought to the question as to whether or not you can obtain good initial distribution there by selling your line or pack to all worthwhile jobbers or to even two or three of the leaders.

Sometimes you will not go ahead as fast with your sales by doing this, but you will have a much more satisfactory situation in the end.

The free movement of goods from factory to wholesalers to retailers to consumers in the straightest lines possible promotes their sale at prices averaging lower, as a rule, than those ruling when movement is to be had only through an exclusive distributor.

Lower prices to consumers, particularly at present or during similar times, promotes use.

If you can get from several the same volume as you will get from one jobber, forget the matter of an exlusive distributor and sell the market open. You may have to spend more time and money in promoting the sale of your goods than you would spend with an exslusive distributor on the job, but you will, in the end, keep out of a lot of hot water.

WISCONSIN CANNERS TO MEET AT HOTEL SCHROEDER, MILWAUKEE, NOV. 3-4-5.

THE annual meeting of the Wisconsin Canners Association will be held in Milwaukee, Hotel Schroeder, on Monday, Tuesday and Wednesday, November 3-4-5, 1930.

A program of unusual interest is being prepared. It is unfortunate that they have selected election day, November 4, because a great many may be forced to be absent and others will wish to remain home to cast a vote in some of the important elections held this year.

ESTIMATES ON ITALIAN CHERRY PACK

THE following cablegram, dated Auust 20, from American Commercial Attache M. M. Mitchell at Rome, represents results of an attempt by the Department of Commerce to secure up-to-date information as to the probable pack of cherries in brine in Italy during the current season. In considering this data reference should be made to the August 1st issue of this release which contained on page 4 a trade estimate of the pack, reported to be conservative, of 45,000 barrels.

"After consultation with trade and consuls, the following estimate of 30,000 barrels of brined cherries for the coming season's pack is made, but with all reserve as to accuracy. It is reported that less than half is now sold, with the balance available for export. Present quotations c. i. f. New York range from 14c to 15c per pound for first quality and from 10c to 12c for second."

EXPERIMENTAL CANNING OPERATIONS AT MONTSERRAT, B. W. I.

THE Montserrat Peasants' Bureau has installed a small experimental canning outfit with a view to utilizing tomatoes rejected after grading, according to information submitted to the Department of Commerce in a report dated July 19, by American Consul William W. Brunswick at Barbadoes, B. W. I. The equipment arrived too late last season for a proper trial in tomato canning or the manufacture of tomato ketchup or tomato puree. This, however, will be done during the forthcoming season. The canning of pineapples, guaves and mangoes was successfully tried out, ready sales being recorded in neighboring islands.

The Peasants' Bureau is run by means of a Government grant of approximately $2,500 per annum. This money is spent principally on the maintenance and upkeep of the nurseries and on the training of local labor to select, grade and pack vegetables for high-class markets. The control of the organization is under the Agricultural Department of the Presidency of Montserrat.

DETAILS OF 1930 TRI-STATES PEA PACK

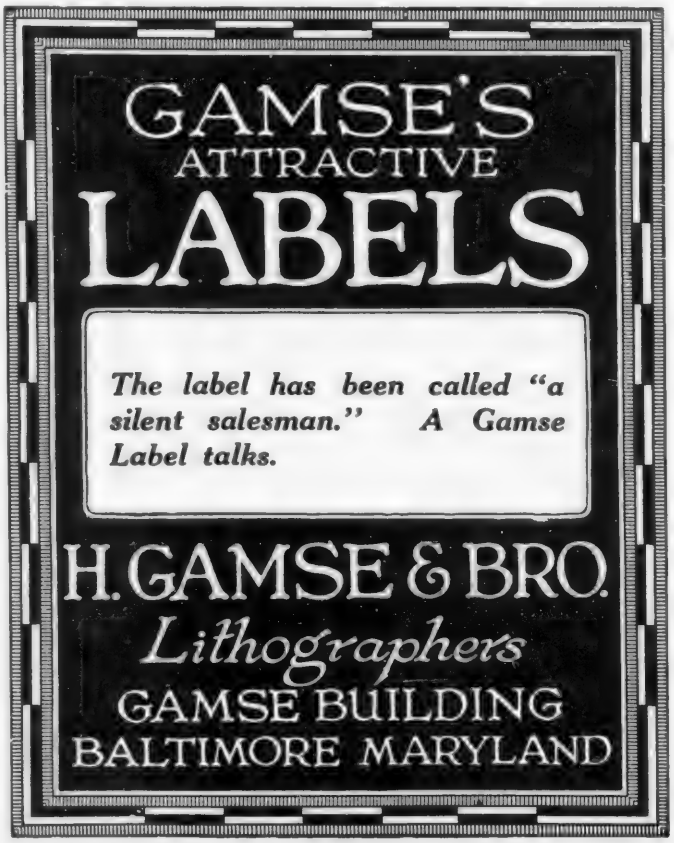
By Frank M. Shook.

Size Cans	1 Sieve	2 Sieve	3 Sieve	4 & 5 Sieve	Unsifted or not spec'd
8-oz. cans.....	.....	562	679	100	1,007
No. 1 cans.....	2,478	9,588	5,693	4,360	11,366
No. 2 cans.....	19,253	64,713	119,303	74,817	77,663
No. 10 cans....	329	4,474	16,798	9,330	14,453
Totals	22,060	79,337	142,473	88,607	104,489

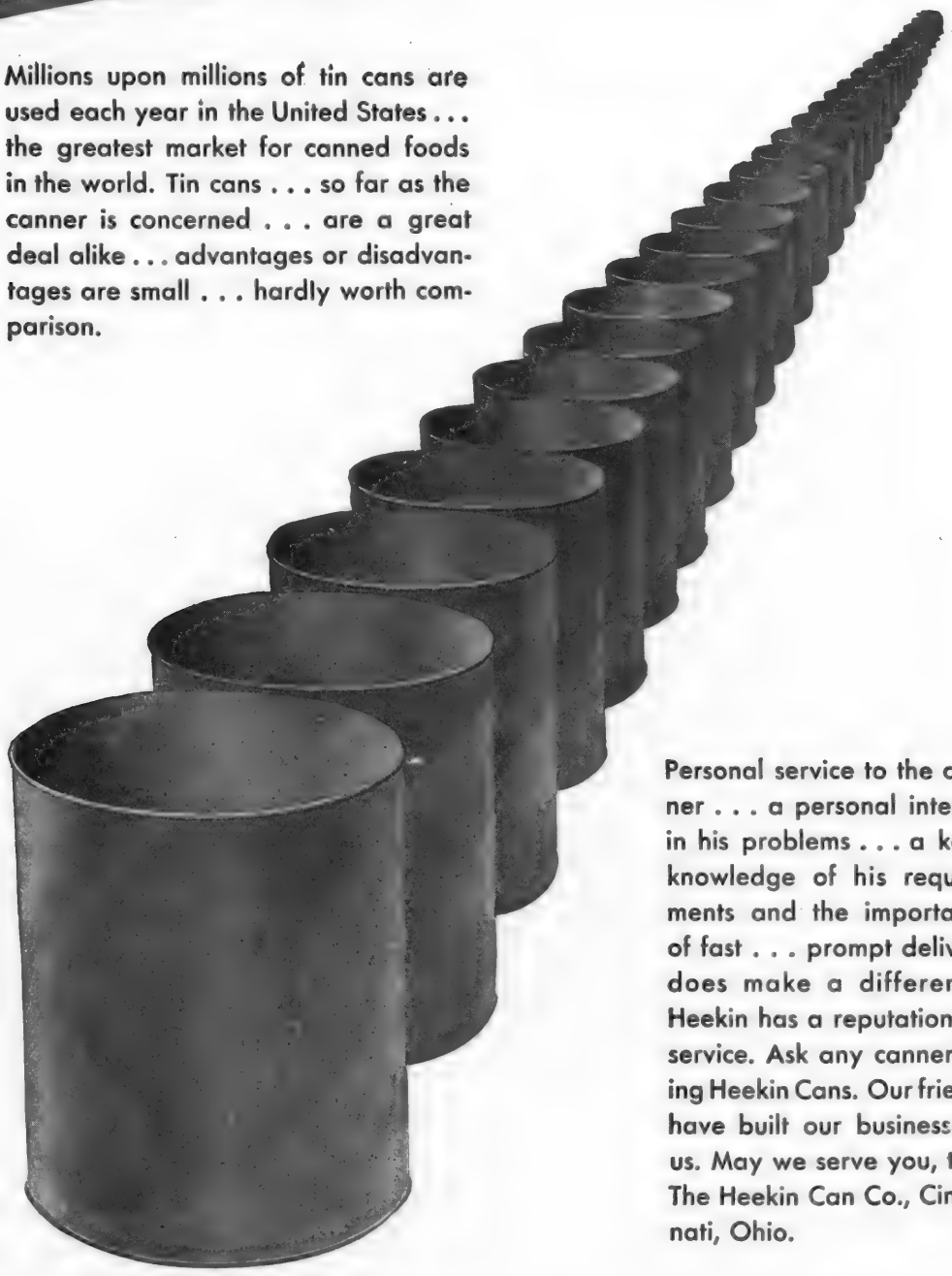
Reduced to No. 2 cans, total 451,190 cases.

Less new packers, 18,883 cases, equals 432,307 cases.

Same packers last year packed 1,577,000 cases.



Millions upon millions of tin cans are used each year in the United States . . . the greatest market for canned foods in the world. Tin cans . . . so far as the canner is concerned . . . are a great deal alike . . . advantages or disadvantages are small . . . hardly worth comparison.



Personal service to the canner . . . a personal interest in his problems . . . a keen knowledge of his requirements and the importance of fast . . . prompt delivery does make a difference. Heekin has a reputation for service. Ask any canner using Heekin Cans. Our friends have built our business for us. May we serve you, too? The Heekin Can Co., Cincinnati, Ohio.

HEEKIN CANS

Wanted and For Sale

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—200, 250 and 300 gal. Copper Steam Jacketed Kettles, in A-1 condition, complete with frame and valves.
Two 300 gal. Jacketed Copper Kettles.
The above items are all in good condition, and are offered because of changes that are being made in my equipment.
Address Box A-1690 care of The Canning Trade.

FOR SALE—New Copper Steam Jacketed Kettles and Mixers, twelve sizes – 15 to 500 gallon. Also 25 and 50 gallon Tilting Kettles. Always in stock, all extra heavy, tested 225 pounds pressure. Buy new kettles that carry a responsible manufacturer's guarantee. Also new Copper Pulp Coils in stock, for 1,000 gallon tanks. Hamilton Copper & Brass Works, Hamilton, O.
Kettle Manufacturers . . Established 1876

FOR SALE—2 Coon's Power Automatic Parers $30.00; 4 Ranger Power Parers $10.00; 3 Eureka Power Parers $7.50; 2 Eclipse Power Parers $7.50; 25 Rival Hand Parers $3.00; 1 Power Slicing or Quartering machine 4 Spindles $25.00; 2 Boutel Slicing machines 310.00; Pre-heating Tank 18 x 3 x 3½ ft. round bottom with worm $60.00.
Oswego Preserving Co., Oswego, N. Y.

FOR SALE—1 - 450 gallon, 2 - 200 gallon Pfaudler Glass Lined Storage Tanks; 20 new Glass Lined Tanks, 10 gallon to 200 gallon; 1 World and one Ermold Labeler, motor driven; 20 Copper Mixing Kettles, 70 gallons each, belt driven Agitators, large bottom outlets; 1 - U. S. 72 Spout Bottle Washer; 1 - Motor Driven Vacuum Bottle Filler; 16 Copper Steam Jacketed Kettles, 15 to 500 gallon; 20 Aluminum Steam Jacketed Kettles, 30 to 100 gallon; 1 Alsop Portable Filters, motor driven.
Address Box A-1769 care of The Canning Trade

Situations Wanted

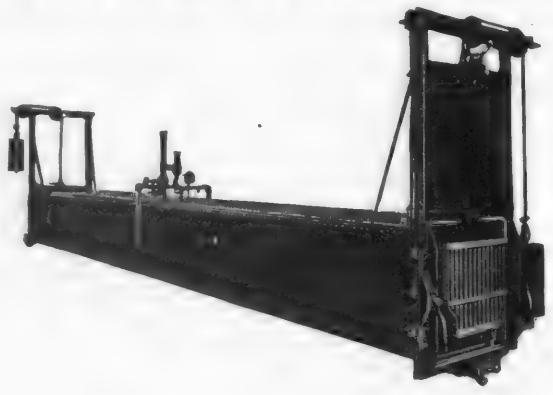
POSITION WANTED—By Pork and Bean or Catsup Packer; can install machinery for same. I have an up-to-date recipe for both Bean Sauce and Catsup.
Address Box B-1770 care of The Canning Trade.

Help Wanted

WANTED—A high grade Catsup and Soup Cook, state salary and experience.
Address Box 1764 care of The Canning Trade.

WANTED—Grapefruit Superintendent for plant in Texas. State age, experience, references, small photo, and salary expected, in first letter.
Address Box B-1768 care of The Canning Trade.

OYSTER STEAM BOX



With improved sliding doors, doing away with the hinged tracks, giving increased service

Edw. Renneburg & Sons Co.
MACHINE AND BOILER WORKS
2639 Boston Street Baltimore, Md.

WORKS
ATLANTIC WHARF, BOSTON STREET & LAKEWOOD AVE.
BALTIMORE - - MARYLAND

The
Final Touch - - -

attaching the label that gives your product its identity of brand and quality — sealing the container ready for shipment — both operations can be done quickly, neatly and economically by using

Findley's Adhesives
for the Canning Industry

There is a type for every purpose—pick-up gums, lap-end gums, bottle labeling gums, tin paste, container and carton sealing glues. Our adhesive specialists will serve you in your own plant and our laboratory is prepared to solve any difficult problems that may confront you without charge. Write for full particulars covering this service or any products that interest you.

The F. G. Findley Co.,
387 Tenth St. Milwaukee, Wis.

The AMSCO Closing Machines

AMSCO-ACE
AMSCO-JUNIOR
AMSCO-SIX

Amsco Closing Machines meet every requirement—Speed—Dependability —Economy—Non-Spill—Low Up-keep Cost. These famous machines are built in various types to suit all conditions and all output requirements.

Ask your can maker—or write us today for full information.

THE MAX AMS MACHINE COMPANY

Originators of the Sanitary Can—Pioneer Builders of Sanitary Can Machinery

101 Park Avenue **NEW YORK, N. Y.**

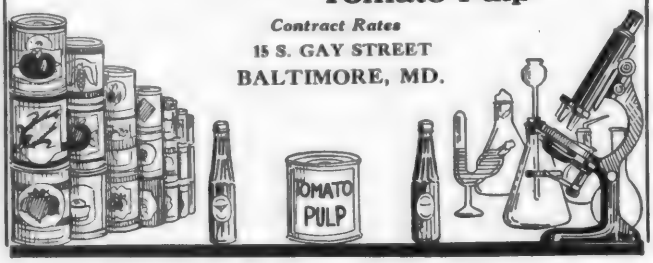
STRASBURGER & SIEGEL

Analysis of:

Tomato Catsup
Tomato Paste
Tomato Pulp

Contract Rates

15 S. GAY STREET
BALTIMORE, MD.



Can prices

1930 season

The American Can Company announces the following term contract prices, F.O.B. its factories, for Standard Sizes of Sanitary Cans for the Central and Eastern parts of the United States.

No. 1 size	$14.85 per M.
No. 2 size	20.67 per M.
No. 2½ size	26.06 per M.
No. 3 size	28.14 per M.
No. 10 size	62.21 per M.

AMERICAN CAN COMPANY

CONTAINERS OF TIN PLATE - BLACK IRON - GALVANIZED IRON - FIBRE
METAL SIGNS AND DISPLAY FIXTURES

CANCO

⅝ Field Hamper

Are You Losing Money By Using Field Crates?

We do not know of a single canner who has used the ⅝ field Hamper who has changed back to crates.

Our long list of pleased customers is our best salesman.

Planters Mfg. Co., Inc.
Portsmouth, Va.

CANNED FOODS STORAGE

MONEY Loaned on Consignments at reasonable rates of interest - on our own negotiable Warehouse Receipts,

For full information, write us direct or consult your Brokers.

WAKEM & McLAUGHLIN
(INCORPORATED)
225 E. ILLINOIS ST., CHICAGO, ILL.

"BLOOD TELLS"

PEAS—BEANS

SWEET CORN

ROGERS BROS. SEED CO.
BREEDERS and GROWERS
CHICAGO, ILL.

A Saving in Cost

Amounting to

$6,744,909.47

has been returned to Canners who have been carrying their fire insurance with

CANNERS EXCHANGE SUBSCRIBERS
at
WARNER INTER-INSURANCE BUREAU

* * *

LANSING B. WARNER Incorp.
155 East Superior Street
Chicago, Illinois

CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: ‡Thomas J. Meehan & Co., *Howard E. Jones & Co.
New York prices corrected by our Special Corespondent. †In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

ASPARAGUS* (California)	Balto.	N.Y.
White Mammoth, No. 2½	.....	.....
Peeled, No. 2½	.....	.....
Large, No. 2½	.....	3.20
Peeled, No. 2½	.....	3.25
Medium, No. 2½	.....	.....
Green Mammoth, No. 2½	.....	2.65
Medium, No. 2½	.....	2.70
Small, No. 2½	.....	2.55
Tips, White, Mammoth, No. 1 sq.	.....	3.00
Small, No. 1 sq.	.....	3.00
Green Mammoth, No. 1 sq.	3.40	3.40
Small, No. 1 sq.	2.80	2.90
BAKED BEANS‡		
Plain, No. 1	.60	.65
No. 2	.....	.....
No. 3	.....	.....
In Sauce, 18 oz.	.75	.80
No. 1	.60	.....
No. 2½	1.40	1.50
No. 10	4.25	4.75
BEANS‡		
Stringless Stand. Cut Green, No. 2	.95	.90
Standard Cut Green, No. 10	5.00	5.00
Standard Whole Green, No. 2	.....	.....
Standard Cut Wax, No. 2	1.10	1.15
Standard Cut Wax, No. 10	.....	.....
Red Kidney Standard No. 2	1.00	1.10
Standard, No. 10	5.00	Out
LIMA BEANS‡		
No. 2, Tiny Green	2.15	.....
No. 10	11.25	.....
No. 2, Medium Green	1.65	.....
No. 10	9.25	.....
No. 2, Green and White	1.15	1.45
No. 10	7.25	.....
No. 2, Fresh White	1.15	.....
No. 10	6.50	9.00
Soaked, No. 2	1.05	.....
BEETS‡		
Baby, No. 2	1.75	1.85
8-15, No. 2	.....	.....
15-20, No. 3	1.50	.....
Cut, No. 2	1.00	1.20
Cut, No. 10	4.00	.....
Whole, No. 10	4.25	5.00
Diced, No. 10	4.25	.....
CARROTS‡		
Standard Sliced, No. 2	.90	1.05
Sliced, No. 10	4.00	5.00
Standard Diced, No. 2	.90	.....
Diced, No. 10	4.00	5.00
CORN‡		
Golden Bantam, Fancy No. 2	.....	1.35
Extra Standard, No. 2	.....	.....
Extra Standard, No. 10	.....	.....
Shoepeg, Fancy No. 2	1.60	.....
Extra Standard, No. 2	1.50	.....
Standard, No. 2	1.35	.....
Standard, No. 10	.....	.....
Crushed, Fancy No. 2	.....	.....
Extra Standard, No. 2	1.20	.....
Standard, No. 2	1.12½	1.05
Standard, No. 10	.....	.....
HOMINY‡		
Standard Split, No. 3	1.10	1.20
Split, No. 10	3.25	3.75
MIXED VEGETABLES‡		
Standard, No. 2	.95	.....
No. 10	4.50	.....
Fancy, No. 2	1.05	1.15
No. 10	5.00	5.50
OKRA AND TOMATOES‡		
Standard, No. 2	1.25	1.45
No. 10	.....	.....
PEAS‡		
Petit Pois, 1s	.....	.....
No. 2 Fancy Sweets, 2s	.....	1.75
No. 2 Fancy Alaskas, 2s	.....	1.75
No. 3 Fancy Alaskas, 2s	.....	1.35
No. 3 Fancy Sweets, 2s	.....	1.50
No. 4 Fancy Sweets, 2s	.....	1.40
No. 5 Fancy Sweets, 2s	.....	1.30
No. 3 Std. Alaskas, 2s	1.10	1.05
No. 4 Std. Alaskas, 2s	1.05	1.00
No. 5 Std. Sweets, 2s	.....	.....
No. 3 Std. Alaskas, 10s	5.75	5.75
No. 4 Std. Alaskas, 10s	5.50	5.50
No. 4 Early June, 1s	.....	.....
PUMPKIN‡		
Standard, No. 2½	1.00	.....
No. 3	1.25	.....
No. 10	3.75	3.25

CANNED VEGETABLES——Continued

SAUER KRAUT‡	Balto.	N.Y.
Standard, No. 2	1.00	.90
No. 2½	1.10	1.00
No. 3	1.15	1.05
No. 10	3.75	3.50
SPINACH‡		
Standard, No. 2	.90	.90
No. 2½	1.20	.....
No. 3	1.30	1.40
No. 10	4.25	4.00
SUCCOTASH‡		
Standard Green Corn, Fresh Limas, No. 10	.....	.....
Standard Green Corn, Dried Limas, No. 2	1.40	.....
(Triple) No. 2 (with tomatoes)	1.35	.....
SWEET POTATOES‡		
Standard, No. 2, F. O. B.	.90	.....
No. 2½	1.20	†1.65
No. 3	1.25	†1.70
No. 10	3.75	.....
TOMATOES‡		
Extra Standard, No. 1	.....	.....
F. O. B. County	.....	.....
No. 2	1.00	.....
F. O. B. County	1.00	.....
No. 3	1.50	.....
F. O. B. County	1.45	.....
No. 10	5.00	.....
F. O. B. County	4.75	.....
Standard, No. 1	.52½	.....
F. O. B. County	.50	.....
No. 2	.85	.....
F. O. B. County	.80	.87½
No. 3	1.30	.....
F. O. B. County	1.27	1.50
No. 10	4.00	.....
F. O. B. County	3.75	4.40
TOMATO PUREE‡		
Standard, No. 1, Whole Stock	.55	.60
No. 10, Whole Stock	4.25	4.60
Standard, No. 1 Trimmings	.50	.52½
No. 10 Trimmings	4.00	.....

Canned Fruits

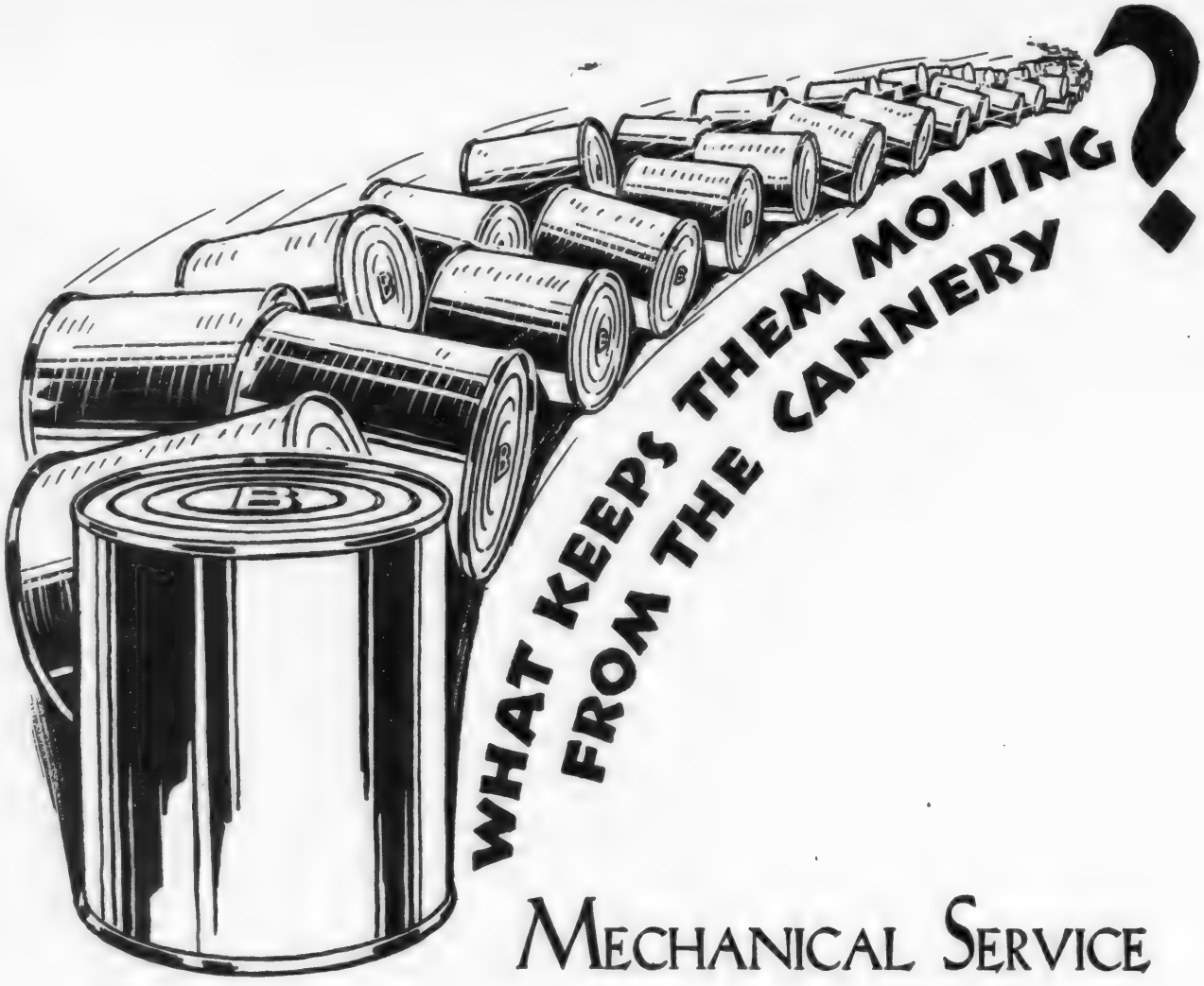
APPLES* (F. O. B. Factory)		
Maine, No. 10	.....	.....
Michigan, No. 10	.....	.....
New York, No. 10	.....	4.25
Pennsylvania, No. 10, water	3.25	.....
Pa., No. 3	1.25	.....
Pa., No. 10, solid pack	4.35	4.75
APRICOTS* (California)		
Standard, No. 2½	1.80	1.90
Choice, No. 2½	2.25	2.25
Fancy, No. 2½	.....	.....
BLACKBERRIES*		
Standard, No. 2	1.35	.....
No. 3	.....	.....
No. 10, water	7.25	7.50
No. 2, Preserved	.....	1.75
No. 2, in Syrup	.....	.....
BLUEBERRIES*		
Maine, No. 2	.....	2.25
No. 10	12.00	9.25
CHERRIES*		
Standard, Red, Water, No. 2	1.40	1.50
White Syrup, No. 2	1.75	1.85
Extra Preserved, No. 2	.....	.....
Red Pitted, No. 10	9.75	14.00
California Standard 2½	3.10	3.00
Choice, No. 2½	3.40	3.00
Fancy, No. 2½	.....	3.50
GOOSEBERRIES*		
Standard, No. 2	.....	1.20
No. 10	.....	5.25
GRAPE FRUIT JUICE*		
No. 1	1.15	.....
No. 5	5.00	.....
PEACHES*		
California Standard, No. 2½, Y. C.	1.60	2.00
Choice, No. 2½, Y. C.	1.90	2.15
Fancy, No. 2½, Y. C.	.....	.....
Extra Sliced Yellow, No. 1	1.35	1.30
Seconds, Yellow, No. 3	.....	.....
Pies, Unpeeled, No. 3	.....	1.20
Peeled, No. 10	5.00	5.75

CANNED FRUITS—Continued

PEARS*	Balto.	N.Y.
Standards, No. 2, in syrup	1.10	.....
No. 3	1.60	.....
Seconds, No. 3, in water	.....	.....
No. 3, in Syrup	.....	.....
Extra Standards, No. 2, in Syrup	1.25	.....
No. 3	1.75	.....
California Bartletts, Standard 2½	2.40	2.00
Choice	3.50	2.15
Fancy	.....	2.35
Standard, No. 10	.....	6.75
PINEAPPLE*		
Hawaii Sliced, Extra, No. 2½	2.50	2.90
Sliced Standard, No. 2½	2.35	2.30
Sliced Extra, No. 2	.....	2.40
Sliced Standard, No. 2	.....	2.10
Grated, Extra, No. 2	.....	2.45
Shredded, Syrup, No. 10	.....	8.50
Crushed, Extra, No. 10	.....	13.00
Eastern Pie, Water, No. 10	.....	.....
Porto Rico, No. 10	.....	.....
RASPBERRIES*		
Black, Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	2.00	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES‡		
Preserved, No. 1	.....	.....
Preserved, No. 2	.....	.....
Extra, Preserved, No. 1	.....	.....
Extra, Preserved, No. 2	.....	.....
Standard Water, No. 10	.....	.....
FRUITS FOR SALAD*		
Fancy, No. 2½	4.00	3.25
No. 10s	14.75	.....

Canned Fish

HERRING ROE*		
10 oz.	1.00	1.15
16 oz.	1.25	1.50
17 oz.	1.25	1.50
19 oz.	1.35	.....
LOBSTER*		
Flats, 1-lb. cases, 4 doz.	.....	.....
½-lb. cases, 4 doz.	.....	4.05
¼-lb. cases, 4 doz.	.....	2.20
OYSTERS*		
Standards, 4 oz.	1.25	1.30
5 oz.	1.35	1.40
8 oz.	2.50	.....
10 oz.	2.70	2.80
Selects, 6 oz.	2.50	.....
SALMON*		
Red Alaska, Tall, No. 1	.....	3.25
Flat, No. ½	.....	.....
Cohoe, Tall, No. 1	.....	.....
Flat, No. 1	.....	.....
Flat, No. ½	.....	.....
Pink, Tall, No. 1	1.15	1.15
Columbia Flat, No. 1	.....	4.85
Flat, No. ½	.....	2.85
Chums, Tall	1.00	1.10
Medium, Red, Tall	.....	2.15
SHRIMP*		
Dry, No. 1	1.65	1.65
Wet, No. 1, Large	1.80	1.65
SARDINES* (Domestic), per case		
¼ Oil, Keyless	.....	†3.50
¼ Oil, Decorated	.....	†4.75
¼ Oil, Tomato, Carton	.....	.....
¼ Mustard, Keyless	.....	†3.50
¼ Oil, Carton	.....	†4.50
¾ Mustard, Keyless	.....	†3.10
California, Oval, No. 1	.....	†3.15
TUNA FISH* (California), per case		
White, ¼s	.....	.....
White, ½s	14.00	9.00
White, 1s	.....	13.50
Blue Fin, ½s	.....	7.25
Blue Fin, 1s	.....	13.25
Striped, ½s	.....	6.75
Striped, 1s	.....	12.00
Yellow, ½s	.....	7.25
Yellow, 1s	.....	13.50



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THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

THE MARKETS

BALTIMORE, SEPTEMBER 29, 1930

WEEKLY REVIEW

Reports That Drought Was Broken Stopped Buying—Coming On Again Now—Shipments of Futures Waited—A Word About Prominent Items.

VERY QUIET—From the time that the press and the Government reports first announced that the great drought had been broken east of the Rockies, canned foods buying began to quiet down. The announcement was all that the great buyers needed to be assured that the great packs which they earlier anticipated would come through on schedule. It takes mighty little to drastically affect the market today, for buyers are all unwilling. That is not unusual for this time of the year, especially when low stocks have been compelling loud calls for future shipments as soon as ready. They prefer to wait receipt of their futures before buying more, and doubly so this season. But that the drought has been broken will come as news to many canners in many sections. Down here in the Tri-States there has been just enough rain during the past month to keep the burned up grass from blowing off the bare ground on lawns and pastures, and wherever grass normally grows, and to give just a scant green tinge to the surface. Heavy dews have done this more than actual rains. The local weather man considers that the drought is still very much with us, and the streams and dried up or drying up springs attest to this. And this past week has furnished summerlike heat, in the high nineties, as if it were still July. Not that the question of the drought is of any importance now in this section, or any section, because it would be impossible to soak the soil so as to benefit even the latest crops if frost held off until Christmas. The action of the buyers in using this as an excuse is a splendid example of grasping at straws, and it ought to be noted that even where they speak of the drought being broken they add: "Except in Iowa, localities in Northern Illinois, parts of Wisconsin, much of Michigan and considerable sections of Ohio." Add the Tri-States and Virginia to this map and you will get the picture of where the drought was broken, if you can find it. It is still very dry, very dry and hot, but there is no question but what late corn and some late tomatoes, beets and pumpkin have benefited from what rains were had. To imagine, however, that the trouble is undone and the losses even partially restored is nonsense. Look at our crop reports and see what is happening in actual canning places. And don't be too much of a skeptic; these men are not all liars; they are reporting things as they actually are in their own cases. Of course, there are different conditions in different places, but the main fault with the market today is that it is suffering from self-appointed expert statisticians, totally unfamiliar with their subject. They see a sufficient pack in each item of staple canned foods and they may prove to be right, because may be half a pack will prove sufficient if present buying conditions continue. But that is another consideration, a market proposition and not a crop and pack consideration. In any event the story will soon be known, because canning is coming to an end in all but a few of the specialty packs.

THE MARKET—The canned foods market has not improved, from the canner's point of view, this week. Demand has been weaker and prices weaker. Some of the largest markets report the buyers entirely out of the market waiting for future shipments. Almost all canners say that they are being urged to rush such shipments. Through that you can see the strength of the market. Those canners who are able to stay out of the market are doing so on all lines, but of course there are many who are forced to sell, and these are causing the weakness, an annual event. They will soon be out of the way, and the whole market will be stronger in consequence.

Baked Beans—Demand is reported very slow, and the prices at or below cost, despite the unfavorable outlook for new beans. It is said production has gotten ahead of consumption, and this is sufficient cause for low prices.

Stringless Beans—Packing is about over and there are rumors that it will show a million cases less than last year. More than that, they feel that surpluses are in strong hands, as the two points usually blamed for

price-cutting, the Tri-States and the Ozark region, are light holders. No. 2 standard cut beans are hovering around $1, with some holders demanding more.

Lima Beans—This crop received the maximum of benefit from what rains have been had, especially in the tidewater Virginia section and Delaware, although this latter state may well dissent from this. The lima bean crop, which promised to be a dismal failure, came through better than expected, and this was shown in the market prices, which dropped from $3 and $4 per hamper to $1 last week. This region, which packs most of the canned limas, hopes to equal last season's production from a considerably increased acreage. Prices are weak.

Cabbage—The fresh produce market, and its reporters, predict an extraordinarily large yield of cabbage. Kraut canners and kraut makers report their acreage badly hurt by the drought, and that their cutting of kraut will be only a fraction of previous years. Michigan, Ohio and New York State are off on their crops and not expected to equal last year's light pack. Commission men find trouble marketing the fresh article, owing to slack buying, and they conclude from this that the crops and supplies must be heavy. Cabbage for kraut is reported at 50 per cent normal crop.

Corn—The shortages of canned corn in this section are pronounced and the fact that so many have been compelled to pro rate their deliveries in the West has brought home to even the most stubborn buyer that damage was done by this unusual summer. Most of this shortage is in white corn, and, as might have been expected, demand has turned to that style rather than to the yellow corn. Whether or not this is the natural reaction against some of the poor yellow corn remains to be seen, but it is known that some of these strains are anything but good, and in no way similar to Golden Bantam, which made the fame of golden corn. The market here is unchanged and entirely nominal, and in the Central West standard corn is now quoted at $1.05 to $1.10, with the better grades proportionately higher. Buyers are resisting the advances, but buying is fairly active. And supplies promise to clean out rapidly, leaving the market very bare after the turn of the year.

Peas—Peas are quiet but firm as the market has worked into good position. Consumption of this item is heavy with the people at fair prices, and the pack is moving out to the satisfaction of the canners. There are but few quotations available in this region, because of the scercity, and no changes noted this week.

Tomatoes—Tomatoes have gained a point or two this week and are slightly higher all along the line. Many buyers realize that they have waited as long as they dare, but the canners hurt their own market through forced offerings as low as 77½c on No. 2s. It is very probable, however, that that price has now gone forever, or at least until another tomato canning season rolls around. Canning is drawing to a close here and will soon be all over, with very light results. In fact, the canner who has come through with a good normal pack sticks out like a sore thumb. Buyers are making all they can out of the prospects in California, but it is hard to make a tomato pack out of one section, even when general buying is depressed and the market an unwilling buyer. The drive to keep all prices down will have an effect upon tomato prices, but when it is known that the cost of No. 2 standard tomatoes in the Tri-State region this year is 86c per dozen, it may be confidently expected that prices will go above that figure.

Sweet potatoes, spinach, kraut, fruits and other items have been quiet this week, as all eyes seem to be focused upon the closing of the staple packs. California has handled its peach surplus so well that the world is praising it, and all buyers approving. Canned fruits are in good position and will remain so.

NEW YORK MARKET

By "NEW YORK STATER,"
Special Correspondent of "The Canning Trade."

Market Settled Down to a Dull Pace — Salmon Furnished a Bit of Interest—Buyers Are Showing Little Interest in the Market—Tomato Canners Beginning to Back Their Bearish Talk.

New York, Sept. 25, 1930.

AFTER the slight improvement noted here last week, the canned foods market in New York has settled down to rather a dull pace. Uncertainty concerning various crops had held back buyers from making any definite commitments until they can see just how they stand. This cannot be done until all of the major vegetable crops are canned. Salmon furnished a bit of interest when sockeyes regained the ground lost when the price was cut 25c a short time ago. General economic conditions continue to be poor and the canned foods industry is receiving its share of the ill benefits accruing from this situation. Buyers are showing little interest in the market. A marked improvement in the market is not expected for some time, as the apparent aim of the buyers is to "wait" out the canners in their efforts to secure lower prices.

Salmon—With the purpose of the price cut established, that of finding new channels of distribution and consumption, local dealers are waiting to see if the increased demand will hold up in spite of the 25c price increase in sockeyes. The price cut also had the effect of lowering stocks held here by dealers. The new price is $2.25 for halves, f. o. b. Coast. Other offerings of salmon remain unchanged. Some offerings of pinks at $1 are offered, but most of the brokers quote this at $1.10 Coast.

Tomatoes—At last the canners are beginning to back their bearish talk. This tendency on the part of many canners to talk bearish and then cut prices in efforts to sell their stocks, has confused the market here lately and the canners who have taken a stand for higher prices are to be commended for clearing up the situation. Now that the majority of the canners have their stocks in the warehouses or on the way there, financing arrangements are much easier to make and an end to the distress selling noted lately will undoubtedly result. While there has not been much of this class of selling reported, enough of these sales have been made to further unsettle the market. Acting on the theory that, with so many of the sections of the country producing tomatoes, the failure of one or two sections is not going to make the supply, smaller buyers are not manifesting much interest in the market. That may be, but the tomato market this year is a canner's market and to get the product the buyers are going to have to pay the canner's price. A level of 80c for Southern No. 2s, factory, was set in the early part of the week. Several canners have withdrawn from the market, with the majority of those remaining asking higher prices, especially onthe No. 10s.

Shrimp—The shrimp market continues bullish on further reports of greatly curtailed packing in the

Southern States. While some packing of the larger-sized shrimp has been noted, the bulk of the canning is in the smaller shrimp. Uncertainty concerning the length of time that shrimp are available for packing is another unfavorable factor in the market. Demand is holding up fairly well, with quite a number of the buyers having to take small shrimp in place of the larger fish. This situation is due to the fact that the bulk of the catch is made up of small and medium sized shrimp. Prices remain at about the same levels as last week.

Sardines—Advices from Maine indicate that the present year's pack of sardines as compared with the pack for the same period last year is approximately 500,000 cases short. No definite statement can be made on how short the season's pack will be as the season still has several weeks to go. However, as canneries are falling behind each week, it is safe to assume that complete figures will show a substantial reduction from those of the previous year.

Interest in the market, in spite of these bullish facts, continues rather dull. Prices have been sliding off in recent weeks, however, due to keen competition among the packers and buyers seem to be waiting for lower prices.

Corn—Buyers here are at last fully convinced of the fact that corn is going to be short. While both Minnesota and Maine have reported very good crops, the quantity furnished by these two States is going to fall far short of the Nation's needs. Standard grades of corn are reported offered at $1.10 and are expected to go higher in the near future. Fancy grades are nominal, a canner's market entirely. While several of the larger buyers here are stocked up as far as immediate needs are concerned, they admit that they will probably have to pay a stiff premium to fill their requirements in the late winter and early spring.

Beans—Beans have turned bullish and buyers are forced to the canners' prices to fill their needs. With all the crops in, the fact that the crop is very short is definitely realized by the buyers. Canners, now that they are able to make arrangements to carry their stocks until the market improves, are independent and can afford to wait until they get their asking price.

Peas—Moving slowly. In two or three months, when pea buying starts in earnest, trading is expected to favor the canner. Some business reported now, but mostly just a case of some buyer filling in a spot demand or a canner desiring some ready money.

New York State had approximately a 100 per cent increase in the number of cases packed this year, as compared with last year's pack. A good percentage was in the fancy grades

CHICAGO MARKET

By "OBSERVER,"
Special Correspondent of "The Canning Trade."

Healthy, Steady Market — Opposition to Advances in Price—"Times" Against Price Advance—Tomatoes in Better Position—Tomato Juice Increasing in Demand—Peas Steady—Pro-Rating Corn Continues—Fruits Moving at the Moderate Prices.

Chicago, September 25, 1930.

STEADY—A healthy, steady support of the full line of canned foods offerings has characterized this entire month. Buyers generally had a smaller interest in canned foods stocks and contracted commitments and the seasonable requirements have forced them into the market for well-rounded lists of requirements. Prices have been very steady on most items, even where advances might have seemed to be statistically justified the general conditions prevailing have countered against any advances, and those few canners who have tried to capitalize shortages in the same manner as heretofore have found most of their bullish gestures fall flat.

It is understood that buyers in some of the largest chains and wholesale houses have positive instructions to support no advances without specific written authority from their board of directors. In some cases buyers are personally expressing their expectation of simply being "out" of most of such items when present stocks are exhausted.

Unemployment, re-employment at reduced wages and horizontal salary cuts are too general in the larger centers to justify any advances.

Tomatoes—Prices steady. The little weakness of a week ago seems to have been erased by the presence of a long waiting list of unsupplied buyers, who are now trying to snap up big volume business at the slight concessions which were momentarily possible. They all realize that with only a few days now to go until the frost there will not be enough stock available to supply the needs of a long, hungry winter ahead of us.

Well-posted operators now see quite clearly that there cannot be enough tomatoes produced this year to last until next crop, especially considering the absolutely cleaned-up situation which prevailed as regards any carry-overs.

The favorable crop reports from a relatively small area are offset by the bad shortages in many territories and also a widespread growing consumption in tomato products. Also it should be remembered that there will be an extra production required this year to replace the imported canned tomatoes which are largely barred out through the raise of import duty from 15 to 50 per cent.

Tomato Juice—This new product is coming into widespread increased demand, whereas a few years ago it was relatively unknown. Just as an instance of the proportions to which it has grown, there was an inquiry from a single buyer recently for a contract for a quantity amounting to a trainload. All this sort of business takes tomatoes away from other channels of outlet.

Peas—Market steady; prices unchanged. A good, healthy movement of No. 10 size peas noted recently.

Holders of peas at canneries have little occasion to worry about disposal of unsold stocks as suits their convenience. Buyers will be wanting supplies regularly on all such items on which there has been no special incentive to stock up.

Corn—News of pro-ratas continue to come in from all directions. Apparently several million cases shortages on pro rata, which means that those shorted buyers must turn elsewhere for a like quantity (minus the amount of consumption lost by advanced prices).

Standard corn has already advanced to $1.10, at which position it is discouraging as a 15c retailer; however, above that price limit the consumers in the larger markets balk at any heavy support. Prices on fancy corn relatively unchanged, as several of the states where that is produced seem to have ample crops.

Whole Kernel Corn—This has been gaining in sales in recent years; it is again reported short. The con-

sumer really appreciates this type of pack, and the saturation point on consumption is a long way off for a well-handled, well-filled whole kernel corn at a fair price.

California Fruits—The efforts to price these goods down into within reach of popular consumers has resulted in a response which is rapidly relieving the coast packers of any disturbances as to surpluses. Already many of the grades of strictly fancy fruits are out of supply in California; the pie grades are stronger, and desirable lots of choice and standards are beginning to show that they have been picked over by bargain hunters.

Maine Blueberries—The eased prices now applying, as compared with first basis announced, is now enlisting some substantial users, and it is believed that another early price change is now pending, which will be upwards. With the cheapest blueberries now possible in several years past, users are justified in loading up for their winter needs.

OZARK MARKET

By "OZARKO,"
Special Correspondent of "The Canning Trade."

Receipts at Factories Very Disappointing—Only Part-Day Runs for Those Still Trying to Operate—Very Few Will Have Any Tomatoes to Store for Winter—Sales Continue at Low Prices—Greens Held Firm—Some Few Beans Being Canned—Many Buyers Still Waiting.

Springfield, Mo., Sept. 25, 1930.

WEATHER—No rainfall reported throughout the Ozarks packing district during the past week. There were some bright, clear days, others cloudy, with the temperature in the day time above normal, but the nights were somewhat cold with heavy dew.

Tomato Crop Conditions—The weather conditions as shown above did not prove favorable for the maturing and ripening of the few tomatoes left on the vines, and the receipts of tomatoes at all factories proved very disappointing, and the canners who are still trying to operate their canning factories had only part-day runs, two or three times during the week. The general quality of the tomatoes delivered at factories was quite disappointing and the shrinkage was very heavy in preparing the fruit for the cans.

Canning Season Closing—Some canners have reported the closing of their factories for the season; others state that they will struggle along for another week or two, but only light short runs are expected, and the question of probable date of killing frost is given very little consideration. At the end of the present week there will be other canners that will close their factories, for the cost of packing in making short light runs, and the heavy shrinkage in tomatoes, will make the cost of packing greater than the selling prices on tomatoes.

Storing for Winter—Very few canners will have any tomatoes to store away for the winter business, as the average canner's limited holdings are so small that it is expected that these holdings will all be sold and shipped out during October or the early part of November.

Tomato Sales—Sales of tomatoes during the past week were somewhat larger than that of the previous week, and the market at the close of last week was somewhat firmer, with less disposition on the part of canners to force sales by shading market prices. In some parts of the Ozarks canners in urgent need of quick money sold a few cars of No. 2s standards as low as 75c; other sales of this size at 77½c. No. 1 standard, 10 oz., at 50c; No. 303 cans, 14½ oz., at 70c; No. 303, 16 oz., at 72½ to 75c; No. 2½ standards, $1.05 to $1.10; No. 10 standards, $4.00.

Todays Tomato Prices—At the opening of business this week canners' prices range: 1s standard, 10 oz., 50c to 52½c dozen; No. 303 cans, 14½ ozs., 70c to 72½c dozen; No. 303 cans, 16 ozs., 72½c to 75c dozen; No. 2 specials, 17 ozs. (very few obtainable), 75c dozen; No. 2 standards, 77½c to 80c dozen; No. 2½ standards, $1.10 to $1.15 dozen; No. 10 standards, $4.00, f. o. b. factory points, Missouri or Arkansas, wherever it is possible to locate canners willing to sell at the range of prices mentioned.

All sales are being made for either immediate or prompt shipment—canners not interested in selling for delayed shipment, although it might be possible to find some canners that would take business at the range of prices mentioned for shipment the first half of October, canner's option.

Spot Green Beans—Market prices are held very firm. The limited offerings of cut green beans, No. 2 standards, 90c; No. 2 extra choice, $1.00; No. 10 standards, $4.75 to $5.00, f. o. b. factory points.

Fall Pack Beans—Just a few canners in the district have very light fall bean acreage, and most of the beans from this acreage will be packed during this week and next week, and the quality will be very fine. This fall acreage will be packed principally in No. 2 cuts, and canners are expecting to realize 95c to $1.00 per dozen for these beans, if sold for immediate or prompt shipment.

Greens—There will be a limited pack of greens in the district. A few canners could probably handle limited orders on No. 2 turnip greens, 85c to 90c; No. 10s at $4.50; No. 2 mustard greens at 90c; No. 10s at $4.75, f. o. b. shipping points, either in straight carlots or shipments in cars with tomatoes, if the canner is fortunate enough to have any tomatoes in any size unsold.

Canned Apples—It might be possible to buy straight cars of 6/10s standard apples packed from late fall or winter variety at $4.00, f. o. b. shipping points in the Arkansas section of the Ozarks.

Waiting Buyers—In several of the large jobbing grocery centers canned foods buyers have been waiting for more definite information as to what the total pack of tomatoes will likely be in the United States this season before they provide for their requirements. It would appear that many of these buyers have been laboring under the impression that much of the talk of "short pack of tomatoes" this year has been for the purpose of making sales and not in keeping with the actual facts on tomato crop conditions.

Everyone that is familiar with the probable tomato pack in the various districts this year knows this class of buyers will be compelled to pay canners asking prices for whatever canned tomatoes they will want, and this demand will come on tomato canners at a period in the season when said buyers will have to pay canners' prices or do without a supply of canned tomatoes. The number of cars of tomatoes that could be bought today for shipment from the Ozarks is considerably less in number than was the case at the same period in last year.

GULF STATES MARKET

By "BAYOU,"
Special Correspondent of "The Canning Trade."

Shrimp Pack in This Section Has Moved Very Slowly—Florida Had a Profitable Season — Get Rain When You Want It.

Mobile, Ala., September 25, 1930.

SHRIMP—"Statistics say that the average American eats 25 pints of ice-cream and 25 pickles a year." Whether this is considered a high average or a low one, the newspaper clipping from which this information is taken doesn't say, but if the sale of shrimp and peanuts was pushed and advertised to the extent that ice-cream is they would exceed the sale of this class of food by a big margin, because there is no other food that has that dopy property like shrimp and peanuts, for the more you eat of them the more you want.

It is not uncommon to see a dozen fellows sit down to a table and consume 15 to 20 pounds of cooked shrimp and several dozen bottles of a good thirst-quenching beverage inside of an hour, yet there are thousands of people in this country that have never seen a shrimp, much less tasted one. The trouble with canned shrimp is the same as with cove oysters, and that is that they have never been aggressively marketed and the consumption of them that exists today is practically all due to the merit of the product itself, its delicious quality.

The shrimp pack in this section has moved along very slowly this season, and there is no sign of improvement in the quantity, although it is gratifying to note that the shrimp are geting larger, which results in less waste in the canning of them, as when shrimp run small, but little ones are not utilized, but go to waste.

Louisiana has produced the bulk of the shrimp canned thus far in this section this season, but even in Louisiana the pack is below normal.

A report from Tampa, Fla., says that St. Augustine and Fernandina, Fla., had one of the most profitable summer seasons of shrimping in several years.

The demand for raw headless shrimp in the Gulf Coast section is slack, yet canned shrimp are moving along nicely and the market is getting stronger as the season advances and the pack makes such poor headway. The price of canned shrimp is $1.40 per dozen for No. 1 medium and $1.65 for No. 1 large, f. o. b. cannery.

Oysters—The guy that eats fresh oysters when the temperature hovers around 85 degrees is a real lover of oysters, and nothing else, but unfortunately for the industry there are not a great number of these birds flying around, hence the raw oyster business is suffering from the lack of consumption. Cove oysters, which have never been taught to trump, but always follow suit, are in a slump also, and will continue so until cold weather sets in and the appetite of the masses turns to cold weather delicacies.

How long this Indian Summer weather is going to last no one knows, but it looks like the weather man turned on the heat, went on his vacation and forgot all about the oyster folks.

We had four days of heavy rains last week, and, while it is fair this week yet it is hot and sultry and no weather for oysters. Spot oysters have been moving at $1.15 per dozen for 5-ounce cans and $2.30 per dozen for 10-ounce cans. but the canning season of oysters is too far off yet for the buyers and canners to be showing much interest in futures. There will hardly be any oysters canned until the 1st of January, as the indications are now that the opening of the oyster season this year will be delayed three or four weeks, and probably longer, if this hot, sultry weather stays with us much longer.

Get Rain When You Want It and Where You Want It—Years ago "The Seven Wonders of the World" existed and were often spoken of, but today there are so many wonders and they pop up so frequently that the ancient wonders are lost sight of and not even mentioned. It would take an adding machine to keep tab of the present-day wonders worked out by science, because each industry has developed into a real wonder of itself, and anyone traveling around to the different industries marvels at their methods and equipment in handling their products.

These extraordinary achievements are not confined to any particular form of manufacture and commerce, but one after the other new methods are discovered and inventions perfected by which to even harness, control, assist or fight nature, as the case may be.

We read now where Miss Frances McGann, of Altoona, Ill., a student nurse whose chest is paralyzed, is lying in an aluminum box at St. Luke's Hospital, Chicago, Ill., encased in the respirator where she has been hovering for eight days and nights. The doctors say that energy is ebbing back into the veins of Miss McGann. She is the victim of infantile paralysis and her body muscles do not function.

At the same time we read where Dr. G. M. Sykes, of Hokoken, N. J., has a radio apparatus that he claims to be able to make and prevent rain. He gets $1,000 a week day and $2,500 on Saturday to keep the clouds away from a New York race track—if he does.

It is understood that Dr. Sykes has already cashed in on his invention. However, the doctor's fee is too high right now to be availed of by the growers of this section, but in years to come, if the apparatus is perfected and the price of same brought down to the present price of radios, it will take one of the biggest gambles of the spring and summer crops of this section, because the growers will then have rain to order, at their command.

This may sound awful mythical right now, but the accomplishments of motors, wireless, airplanes and radios sounded equally mythical twenty and thirty years ago. We're living in the age of rapid advancement in science and the sky is the limit, so let's try to hold on and don't be shaken off.

CALIFORNIA MARKET

By "BERKELEY,"
Special Correspondent of "The Canning Trade."

What the Peach Control Meant—Held Below Agreed-on Mark—Growers and Canners Splendidly Co-operated—Market Firming Up—Apricots Firmly Held. Large Crop of Tomatoes.

San Francisco, September 25, 1930.

PEACHES THROUGH—The bumper cling peach crop of 1930 is now a matter of history as far as harvesting and canning are concerned, likewise an exceedingly interesting experiment in pack control quite unique in the history of canning. An official

statement has been made by the Cling Peach Control Committee outlining its operations for the season and the results that have been attained. No mention is made of the tremendous amount of work involved, the obstacles overcome and the close attention to detail found necessary, and it is not likely that these will ever be fully understood by those on the outside. The statement follows:

"The cling peach pack is now practically completed and the curtailment plan has been successful. With more than 99 per cent of the pack made and of record, the total for the entire state will not exceed 13,180,000 cases. This includes not less than 535,000 cases of peaches canned for remanufacturing into fruits for salad. Thus, the pack available for consumption as canned cling peaches will not exceed 12,645,000 cases.

"Carefully compiled statistics by the Giannini Foundation of the University of California indicated that about 13,000,000 ases could be marketed in an orderly manner and that any serious excess quantity would jeopardize both grower and canner. A survey made in June indicated a crop sufficient to pack in excess of 18,000,000 cases.

"Through the Cling Peach Control Committee canners and growers united in the curtailment, and the committee congratulates them for their thoroughgoing co-operation. The plan provided that the uncanned surplus of No. 1 fruit be purchased by the canners at the going commercial price for No. 1 fruit, which was established at $20 per ton delivered at the receiving station, or 13 unpicked on the orchard. While the original provided that a fund of $1,750,000 be raised by Northern and Central California commercial canners and co-operative canners in conjunction with their growers for the purchase of this surplus of No. 1 fruit, it became evident that the fund would not be sufficient, and the industry raised an additional $375,000 to complete the job. Canners representing 95 per cent of the packing capacity of the state participated in the curtailment. A total of between $8 and $8.50 in cash was paid on every ton of fruit packed by each canner in the plan for the purpose of creating the fund. Roughly, 145,000 tons were purchased by the committee, thus stabilizing the market for all growers.

"One outstanding development of this season's pack was the poor showing made by the Tuscan variety of cling peaches. Growing conditions in practically all parts of the state were ideal, and the Midsummer and and Phillips varieties developed a gross tonnage materially in excess of the survey figures. The gross tonnage of the Tuscan variety was less than the survey, and on the average fully 40 per cent of the peaches on each Tuscan orchard were of inferior quality and could not be accepted as No. 1s."

The Cling Peach Control Committee is made up as follows: A. D. Poggetto, chairman, California Canning Peach Growers; W. E. Blauer, Bank of Italy; G. H. Bradt, Hunt Brothers Packing Company; Elmer E. Chase, Richmond-Chase Company; A. W. Eames, California Packing Corporation; G. H. Hecks, State Department of Agriculture; F. E. Laney, Sutter Co-operative Growers; Alvin Weis, Cling Peach Growers League of California, and Preston McKinney, Canners League of California. Through the efforts of the committee the cling peach pack was held to within less than 1 per cent of the total decided upon at the commencement of the season, a showing little short of remarkable, considering the magnitude of the undertaking.

The Market—The canned Fruit market is showing little change, other than a firming up of most lines and a lessening of the spread of prices between the better-known brands and those not so well known. Apricots, which were a small pack, due to the curtailment plans of individual canners, are quite firmly held, and this is also true of most grades of peaches. In the latter a scarcity of choice, seconds and most grades in the No. 10 size is noted. In ordinary seasons price advances would be in order on many items in the fruit list, with stocks in such a shape as they now are, but the trade is committed to the policy of making as close a cleanup as possible and a general revision of price lists does not seem in sight. Now that the size of the cling peach pack to within a few hundred cases has been announced, buying on this line is expected to assume heavier proportions.

Tomatoes—Now that fruits are largely out of the way, California canners are turning their attention to tomatoes, and the peak of the season will soon be at hand. The tomato crop is proving a large one and canners are handling everything that is offered, in sharp contrast to the situation that prevailed on apricots, peaches and pears. An increased demand for canned tomatoes is coming from Eastern points, and canners are receiving shipping instructions which are causing the pack to be moved out about as fast as it is made. Standard tomatoes are quoted here at 70c for No. 1, 85c for No. 2, $1.05 for No. 2½ and $3.33 for No. 10, with the usual advance for solid pack. While some packers are withdrawn for the time being, the full list is available.

Notes—The plant of the Neuhoff Packing Corporation, at Porterville, Cal., has wound up the season on peaches. A record for the plant was made early in the month, when 8,000 cases of peaches were packed in a working day of 13 hours.

The ship Star of Alaska, owned by the Alaska Packers Association, put into the home port of San Francisco recently from the Alaskan fishing grounds. This is the last of the sailing vessels of this salmon packing concern, whose fleet was at one time the largest in the world, and the recent trip was her last one.

Simon Lubin, of Sasramento, Cal., head of the recently organized Institute of Pan-American Relations, has received an invitation from officials of the International Institute of Agriculture at Rome to attend the twenty-fifth anniversary celebration of this organization October 24. This agricultural body was founded by Mr. Lubin's father, David Lubin, and the ceremonies will include a pilgrimage to his tomb.

CANNED FOODS DISTRIBUTORS

(*Continued frompage 12*)

tion of the St. Louis group is but natural, according to the secretary.

Opposition to the stamp project was certain after the list of the promoters was made public. Not one of them, with the exception of Mr. Henderson, are associated with the food industry. Mr. Greenwood, the president of the company, has long been associatd with trading stamp business, and the rest are primarily known as sport promoters.

Commending Mr. Henderson on his fight against the chain store, Mr. Westfall says: "Mr. Henderson's fight against the chain stores was worth while and brought splendid results. The retail group here raised $600 for him and many of the members joined the Merchants' Minute Men group, which afforded further financial support. His sale of coffee at $1 the pound, promoted

over the radio, could be condoned because anyone making the purchase well understood it was in the nature of a donation. The sale of additional articles through the radio station is not considered an improvement."

It is doubtful, according to Mr. Westfall, if the "Hello World" Stamp Corporation has the 200 accounts claimed in St. Louis, although even this number would represent a very small percentage of the grocers in that city.

Mr. Henderson has been in extended correspondence with Mr. Padberg, secretary of the Missouri Retail Merchants Association, in debate over the virtues of the trading stamp scheme.

Mr. Padberg, on behalf of the organization, severely condemns Mr. Henderson for his sponsorship of the stamp movement. Contending that this sets the retail grocer back in his endeavor to place his business on a level where he can profitably compete with the chain grocer, Mr. Padberg advises Mr. Henderson to drop his connections with the proposition if he wished to retain the good-will and continued support of the retail grocers throughout the country.

In his reply to Mr. Padberg's protests Mr. Henderson stated: "When you assert that the retail merchants, or retail grocers, cannot handle the trading stamp except at an expense that amounts to a loss, then, if that is true, it is a question for serious consideration, if not for complete elimination, and when I am satisfied that the use of the trading stamp policy is a burden and not an advantage, then, in that event, the trading stamp will no longer be advocated by me over KWKH."

In response to Mr. Padberg's appeal to co-operate in order to more effectively combat the chain stores, Mr. Henderson has called a convention of the Merchants' Minute Men to be held October 21st, at Shreveport, La., at which the question of combating the chain store will be discussed as well as deciding the question as to what stand Mr. Henderson will finally take on the trading stamp situation.

Saunders' Stores Slow Improvement—In spite of the general unfavorable economic conditions prevailing in the South, business of the Clarence Saunders Store, Inc., is holding its own, showing but the normal seasonal decline, according to Leslie M. Stratton, receiver for the company. The chain operates throughout Tennessee, with headquarters in Memphis, and went into bankruptcy several weeks ago.

Mr. Stratton, who, with J. R. Peters, was named as the receiver to take over the business after Clarence Saunders, founder of the company and noted chain store grocery operator, admitted that the concern was bankrupt, is well known in the grocery trade. Mr. Stratton was formerly an executive of Piggly-Wiggly, serving as vice-president under Clarence Saunders until differences with Mr. Saunders in matters of policy caused his retirement from the corporation.

"At the time of the receivership," states Mr. Stratton, "every factor affecting business was against us. We had the regular summer dullness, the general decline in business, a disorganized personnel, the confidence of the public was shaken and the manufacturers and packers were afraid to sell us. Fifteen minutes after being named receiver I was at the desk at the office instituting economies to reduce expenses and conserve the assets of the company.

"Our efforts have been to maintain a clear, attractive set of stores, to afford the public courteous treatment and to offer merchandise at the right price in order to bring the business back. We have pruned expenses. Merchandise qualities have been kept up and improved. We have the cash with which to buy what merchandise is needed."

Mr. Stratton states that the company's sales are running about 8 or 9 per cent below last year's levels, a comparable basis with other claims. Several groups have already started to show marked improvement, while only a few of the system's units show no improvement. The Memphis and Louisville stores are examples of the groups that are improving, both of these divisions showing excellent gains. The company controls 153 units and has one of the highest per unit sales averages in the country. The company always has been a pacemaker," declared Mr. Stratton, "and though we have discontinued the 'free goods' method, our prices are right for the merchandise."

Mr. Stratton has been an active figure in the grocery field for over thirty years. In 1918 he purchased the Piggly-Wiggly stores in Memphis and operated them until they were absorbed by the New York corporation, Piggly-Wiggly, Inc., in 1920. He served as vice-president under Mr. Saunders, retiring because of differences with Mr. Saunders in the matter of policies.

After he withdrew from the Piggly-Wiggly Corporation Mr. Stratton entered the wholesale grocery business in Memphis. Liquidating his wholesale business in 1928, he bought the Piggly-Wiggly stores in Memphis again. After building up the trade of the stores materially, he sold them to the Kroger Grocery and Baking Company at a substantial profit. Unlike the usual chain store operator, Mr. Stratton is an active figure in business and civic affairs in Memphis and a contributor to municipal institutions.

Belief that the company could be retreived, and, with an upturn in general business as an aid, attain its former trade position, was expressed by Mr. Stratton.

Woolworth Featuring Canned Foods in Sales—Large stocks of various canned foods items were featured in the F. W. Woolworth 5 and 10c stores in the New York city area at prices much lower than those quoted by the various chain stor units last week.

Many of the items were on sale at 10c that sold for anywhere from 4c to 8c more in the chain stores in the same vicinities. Window displays featured corn, tomatoes and peas at 10c for No. 2 cans in the special Wednesday sales held weekly. Other specialties include glass jars of olives, apple butter and jam of various kinds. The Wednesday sales of the company feature the larger sizes of the regular small can of canned food products that it carries regularly. Quite a lot of this stock is evidently distress stuff picked up and held for an occasion like the present.

So-called luxury products, such as caviar and shrimp, are also featured by the company in small cans. Fish products are well represented with the counters offering sardines and salmon to the customers. Many small size cans of standard products, such as Heinz baked beans, are handled regularly by the company.

Woolworth has gone in heavier for canned foods more than any other chain store system in its field. If the company ever decides to expand into a nation chain store unit featuring a complete grocery line they will furnish some keen competition for the present chain grocery system. They already have the name and consumer good-will, and it would not take them very long to educate their present customers into regular grocery customers. The remote possibility of this happening, however, is another bugaboo for the independent grocer to worry about.

To Carry Anti-Chain Fight to Congress—W. K. Henderson, arch-foe of the chain stores, organizer of the Merchants' Minute Men and famed operator of radio station KWKH, has made public plans to present a petition for Federal legislation against the chain store systems to the United States Senate and the House of Representatives. He expects to secure over 6,000,000 signatures to the petition through the M. M. M. and other allied organizations.

Mr. Henderson expects to receive the support of organized labor in his fight to force Federal action against the chain store systems through pointing out the increasing tendency among manufacturers in this country to move their factories to other countries in order to take advantage of the cheaper labor available.

Excerpts from the petition which carries out his campaign of attacking the chain store system as an economic menace follow: "That in the period of the last ten years trusts and monopolies, under an economic system which siphons the profits into great and remote financial and industrial centers, have secured control of 50 per cent of all the profits derved from the distribution of foodstuffs."

He then goes on to state in the petition that the present economic tendency, unless checked, will destroy and eliminate the protection of the rights and liberties of the citizen and forecasts a failure and decay of our system of free government."

Mr. Henderson closes the petition with: "We, therefore, respectfully urge and insist that you, our representatives, take such action as will defeat and prevent this impending, appalling and inevitable disaster to our common country and to the civilization of the world."

Signatures of over 3,000,000 people are expected to be obtained through the co-operation of the local organizations of the Merchants' Minute Men in requesting each member to secure the signatures of 100 of his customers, and as many more as he can obtain. By this process, if each member secures a hundred signers, there will be three million names from this source alone demanding action and legislation.

Stating that sympathetic labor organizations are co-operating in this plan, Mr. Henderson expects to realze a total of three million additional votes from this source. This will bring the total number of signatures up to six million, and it is expected to raise this number considerably through other means.

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HIGH SPEED AUTOMATIC CAN MAKING MACHINERY

"Bliss" No. 25 Double Seamer
for Double Seaming Irregular Shapes
80 to 100 a minute

An entirely automatic machine that handles sanitary or dry package cans. End feed is positive and fool proof. Ends with straight flanges are used. An inexperienced operator successfully runs this machine. Results are uniform. Takes work 5" across corners and up to 9¼" high. Details on request.

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LABELS

—as you like them
—when you want them

We are so located that we can take care of all your wants, promptly, dependably.

Avoid a rush-job. Give us time and we can give you the better job. But we can take care of the rush job, too.

—Labels of every description
—As many colors as desired
—And at the right prices

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Bedford, Va.

SMILE AWHILE

There is a saving grace in a sense of humor.
Relax your mind—and your body. You'll be better mentally, physically—and financially.
SEND IN YOUR CONTRIBUTION.
All are welcome.

WAS ONE OF THEM

Tommy—Mother, let me go to the zoo to see the monkeys.

Mother—Why, Tommy, what an idea! Imagine wanting to go to see the monkeys when your Aunt Betsy is here!

HAD HIM "BUFFALOED"

"Does yo take this woman for thy lawfully wedded wife?" asked the colored parson, glancing at the diminutive, watery-eyed, bowlegged groom, who stood beside 210 pounds of feminine assurance.

"Ah takes nothin'," gloomily responded the bridegroom. "Ah's bein' tooked."

THAT'S ONE ON MR. BANDIT

Lazarus—Did you lose much when your store was robbed last night?

Levy—Ha! Not as much as if I had been robbed the night before. You see, I just marked down prices 20 per cent on everything yesterday.

PERPLEXING PROBLEM

Dorothy (aged four)—Please, God, make it stop raining so's we can go to the party tomorrow.

Mary (aged six): Please, God, don't take any notice of her. Make it rain so's mummy'll take us in a taxi.

TRUE TO FORM

Fresh—I hear that old Skinner tried to cheat the undertaker.

Innocent—How did he do that?

Fresh—Just before he died he buried his face in his hands.

QUO VADIS?

Policeman (to motorist who nearly collided): Don't you know that you should always give half of the road to a woman driver?

Motorist: I always do, when I find out which half of the road she wants.

EASY

Van Jay—I wish I could find out just how many relatives I have here on this earth.

Van Puf—Why, that's the easiest thing in the world. Just buy a summer cottage.

THE BRUTE

Mrs. Henpeck—You said when you proposed that you'd rather live in eternal torment with me than in bliss by yourself.

Mr. Henpeck—Well, I've had my wish.

A DRESS FOR EVERY DAY

"She says she has a dress for every day in the week."

"Yes, I've seen it, dear."

WHERE TO BUY

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ADHESIVES, Pastes and Gums.
F. G. Findley Co., Milwaukee, Wis.
Fred H. Knapp Corp., Ridgewood, N. J.

ADJUSTER, for Chain Devices.
Hamachek Mach. Co., Kewaunee, Wis.
Apple Paring Machines. See Paring Mach.

BASKETS, Picking.
Planters Mfg. Co., Portsmouth, Va.
Swing Bros., Inc., Ridgely, Md.

BEAN SNIPPER.
Chisholm-Ryder Co., Niagara Falls, N. Y.

BEET MACHINERY.
Ayars Mach. Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Baskets, Wire, Scalding, Pickling, etc. See Cannery Supplies.

BELTS, Carrier, Rubber, Wire, etc.
La Porte Mat and Mfg. Co., La Porte, Ind.
Bean Cleaners. See Clean and Grad. Mach.
Beans, Dried. See Pea and Bean Seed.

BLANCHERS, Vegetable and Fruit.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Blowers, Pressure. See Pumps.

BOILERS AND ENGINES, Steam.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

BOOKS, on Canning, Formula, Etc.
A Complete Course in Canning.
How to Buy and Sell Canned Foods.
A History of the Canning Industry.
The Almanac of the Canning Industry.
All published by The Canning Trade, Baltimore.
Bottle Caps. See Caps.
Bottle Cases, Wood. See Boxes, Crates.
Bottle Corking Machines. See Bottlers Mchy.

BOTTLERS' MACHINERY.
Ayars Mach. Co., Salem, N. J.
Edw. Ermold Co., New York City.
Bottle Screw Caps. See Caps.

BOXES, Corrugated Paper.
U. S. Printing & Litho. Co., Cincinnati, Ohio.

BOX (Corrugated) SEALING MACHINES.
Fred H. Knapp Corp., Ridgewood, N. J.
A. K. Robins & Co., Inc., Baltimore.
Boxes, Corrugated Paper. See Cor. Paper Prod.

BOXES, Lug, Field, Metal.
Berlin-Chapman Co., Berlin, Wis.

BOXING MACHINES.
Fred H. Knapp Corp., Ridgewood, N. J.
Westminster Machine Works, Westminster, Md.

BROKERS.
J. Harry Cain, Baltimore.
Howard E. Jones & Co., Baltimore.
Thomas J. Meehan & Co., Baltimore.
Phillips Sales Co., Cambridge, Md.
Buckets and Pails, Fiber. See Corr. Paper Products.
Buckets and Pails, Metal. See Enameled Buckets.
Buckets, Wood. See Cannery Supplies.

BURNERS, Oil, Gas, Gasoline, etc.
A. K. Robins & Co., Inc., Baltimore.

BY-PRODUCTS, Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Cabbage Machinery. See Kraut Mchy.

CANNERS, Fruits and Vegetables, etc.
California Packing Corp., San Francisco.

CAN COUNTERS.
Ams Machine Co., Max, New York City.
Ayars Mach. Co., Salem, N. J.
Can Conveyors. See Conveyors and Carriers.
Can Fillers. See Filling Machines.

CAN MAKERS' MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago.
Slaysman & Co., Baltimore.
Can Markers. See Stampers and Markers.

CAN SEALING COMPOUNDS.
Ams Machine Co., Max, New York City.

CAN WASHING MATERIALS.
J. B. Ford Co., Wyandotte, Mich.

CANS, Tin, All Kinds.
American Can Co., New York City.
Continental Can Co., New York City.
Heekin Can Co., Cincinnati, O.
Metal Package Corp., New York-Baltimore.
Phelps Can Co., Baltimore.
Phillips Can Co., Cambridge, Md.

CAN WASHING MACHINES.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

CANNERY SUPPLIES.
Ayars Mach. Co., Salem, N. J.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Can Stampers. See Stampers and Markers.

CAPPING MACHINES, Soldering.
Ayars Mach. Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Capping Steels, Soldering. See Cannery Sup.

CARRIERS AND CONVEYORS, Gravity.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Cartons. See Corrugated Paper Products.
Catsup Machinery. For the preparatory work: see Pulp Mchy; for bottling: see Bot. Mchy.
Chain Belt Conveyors. See Conveyors.
Chain for Elevating, Conveying. See Conveyors.
Checks, Employers' Time. See Stencils.
Chutes, Gravity, Spiral. See Carriers.

CLEANERS AND CLEANSERS.
J. B. Ford Co., Wyandotte, Mich.

CLEANING AND GRADING MACHY., Fruit.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Cleaning and Washing Machines, Bottle. See Bottlers' Machinery.
Cleaning Machines, Can. See Can Washers.

CLOCKS, Process Time.
Ayars Mach. Co., Salem, N. J.
Sprague-Sells Corp., Chicago.

CLOSING MACHINES, Open Top Cans.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.
Coils, Copper. See Copper Coils.
Condensed Milk Canning Machinery. See Milk Condensing Machinery.

CONVEYORS AND CARRIERS, Canners.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

COOKERS, Continuous, Agitating.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.
Cookers, Retort. See Kettles, Process.

COOLERS, Continuous.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.

COPPER COILS, for Tanks.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Copper Jacketed Kettles. See Kettles, Copper.

CORKING MACHINES.
Edw. Ermold Co., New York City.

CORN COOKER-FILLERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN CUTTERS.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN SHAKERS.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.

CORN HUSKERS AND SILKERS.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
United Company, Baltimore.
Corn Mixers and Agitators. See Corn Cooker Fillers.

CORRUGATED PAPER PRODUCTS (Boxes, Bottle Wrappers, etc.).
U. S. Prt. & Litho. Co., Cincinnati, O.
Counters. See Can Counters.
Countershafts. See Speed Reg. Devices.

CRANES AND CARRYING MACHINES.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

CRATES, Iron Process.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Cutters, Corn. See Corn Cutters.
Cutters, Kraut. See Kraut Machinery.
Cutters, String Bean. See String Bean Mchy.

CULTURES, Inoculation.
Strasburger & Siegel, Baltimore.

DECORATED TIN (for Cans, Caps, etc.).
American Can Co., New York City.
Continental Can Co., New York City.
Dies, Can. See Can Makers' Mchy.
Double Seaming Machines. See Closing Mach.

DRYERS, Drying Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Slaysman & Co., Baltimore.
Employers' Time Checks. See Stencils.

ENAMELED BUCKETS, PAILS, Etc.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Engines, Steam. See Boilers and Engines.
Enamel-Lined Kettles. See Tanks.

EVAPORATING MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.

EXHAUST BOXES.
Ayars Machine Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Factory Stools. See Stools.
Factory Supplies. See Cannery Supplies.

FACTORY TRUCKS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

FIBRE CONTAINERS for Food (not hermetically sealed).
American Can Co., New York City.
Continental Can Co., New York City.
U. S. Prt. & Litho. Co., Cincinnati, O.

FIBRE PRODUCTS, Boxes, Boxboards, Etc.
U. S. Printing & Litho. Co., Cincinnati, Ohio.
Fillers and Cookers. See Corn Cooker-Fillers.
Filling Machines, Bottles. See Bottlers' Mchy.

FILLING MACHINES, Can.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Filling Machine, Syrup. See Syruping Mach.

FINANCING AND WAREHOUSING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

FINISHING MACHINES, Catsup, Etc.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Friction Top Cans. See Cans, Tin.
Fruit Graders. See Clean. & Grad. Mchy., Fruit.
Fruit Parers. See Paring Machines.

FRUIT PITTERS AND SEEDERS.
Huntley Mfg. Co., Brocton, N. Y.
Fruit Presses. See Cider Makers' Machinery.
Gasoline Firepots. See Cannery Supplies.

GENERAL AGENTS for Machinery Mfrs.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Generators, Electric. See Motors.

WHERE TO BUY---*Continued*

GLASS-LINED TANKS.
Sprague-Sells Corp., Chicago.

Governors, Steam. See Power Plant Equipment.
Gravity Carriers. See Carriers and Conveyors.
Green Corn Huskers. See Corn Huskers.
Green Pea Cleaners. See Clean. and Grad. Mchy.
Hoisting and Carrying Machines. See Cranes.
Hullers and Viners. See Pea Hullers.
Huskers and Silkers. See Corn Huskers.

INOCULATION, for Peas, etc.
Strasburger & Siegel, Baltimore.

INSURANCE, Canners'.
Canners' Exchange, Lansing B. Warner, Chicago.
Jacketed Kettles. See Kettles, Copper.

JACKETED PANS, Steam.
Sprague-Sells Corp., Chicago.

KETTLES, Copper, Plain or Jacketed.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Kettles, Enameled. See Tanks, Glass-Lined.

KETTLES, Process.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

KNIVES, Miscellaneous.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT CUTTERS.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT MACHINERY.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

LABELING MACHINES.
Edw. Ermold Co., New York City.
Fred H. Knapp Corp., Ridgewood, N. J.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
Westminster Mach. Works, Westminster, Md.

LABEL MANUFACTURERS.
H. Gamse & Bro., Baltimore.
R. J. Kittredge & Co., Chicago.
National Color Printing Co., Baltimore, Md.
Piedmont Label Co., Bedford, Va.
Simpson & Doeller Co., Baltimore.
U. S. Printing and Litho. Co., Cincinnati.

LABORATORIES, for Analyses of Goods, Etc.
National Canners Assn., Washington, D. C.
Strasburger & Siegel, Baltimore.

LIMA BEAN RUBBERS.
The Scott Viner Co., Columbus, O.
Markers, Can. See Stampers and Markers.
Marmalades, Machinery. See Pulp Machinery.

MILK CONDENSING AND CANNING MCHY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Molasses Filling Machine. See Filling Mach.

OYSTER CANNERS' MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Machine Co., Baltimore.
Packers' Cans. See Cans.
Pails, Tubs, etc., Fibre. See Fibre Cont.
Paper Boxes. See Corrug. Paper Products.

PARING MACHINES.
Sinclair-Scott Co., Baltimore.

PASTE, CANNERS'.
Edw. Ermold Co., New York City.
F. G. Findley Co., Milwaukee, Wis.
Fred H. Knapp Corp., Ridgewood, N. J.
A. K. Robins & Co., Inc., Baltimore.

PEA AND BEAN SEED.
Associated Seed Growers, Inc., New Haven, Conn.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.
Washburn-Wilson Seed Co., Moscow, Idaho.

PEA CANNERS' MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Scott Viner Co., Columbus, O.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PEA HULLERS AND VINERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

PEA VINE FEEDERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

PEELING KNIVES.
A. K. Robins & Co., Inc., Baltimore.
Peach and Cherry Pitters. See Fruit Pitters.

PEELING MACHINES.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

PEELING TABLES, Continuous.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Perforated Sheet Metal. See Sieves and Screens.
Picking Boxes, Baskets, etc. See Baskets.
Picking Belts and Tables. See Pea Can. Mchy.

PINEAPPLE MACHINERY.
Sprague-Sells Corp., Chicago.
Zastrow Machine Co., Baltimore.
Platform and Wagon Scales. See Scales.
Picking Belts and Tables. See Pea Machinery.
Power Presses. See Can Makers' Machinery.
Power Transmission Machinery. See Power Plant Equipment.

PRESERVERS' MACHINERY.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

PULP MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PUMPS, Air, Water, Brine, Syrup.
Ams Machine Co., Max, New York City.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.
Retort Crates. See Kettles, Process.
Rubber Stamps. See Stencils.
Saccharometers (syrup testers). See Cany. Sup.

SALT DISTRIBUTING MACHINE.
A. K. Robins & Co., Inc., Baltimore.

SEALING MACHINES, Box.
A. K. Robins & Co., Inc., Baltimore.
Fred H. Knapp Corp., Ridgewood, N. J.
Sanitary Cleaner and Cleanser. See Cleaning Compounds.
Sanitary (open top) Cans. See Cans.
Sardine Knives and Scissors. See Knives.

SCALDERS, Tomato, Etc.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Scalding and Picking Baskets. See Baskets.
Sealing Machines, Bottle. See Bottlers' Mchy.

SEEDS, Canners', All Varieties.
Associated Seed Growers, Inc., New Haven, Conn.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.
Washburn-Wilson Seed Co., Moscow, Idaho.
Separators. See Pea Canning Mchy.
Sealing Machines, Cans. See Closing Machines.

SHEET METAL WORKING MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.

SIEVES AND SCREENS.
Huntley Mfg. Co., Brocton, N. Y.
Sinclair-Scott Co., Baltimore.

SILKING MACHINES, Corn.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Sprague-Sells Corp., Chicago.
Sorters, Pea. See Cleaning and Grading Mchy.

SPEED REGULATING DEVICES (for Machines, Belt Drives, etc.).
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Sinclair-Scott Co., Baltimore.
Supply House and General Agents. See General Agents.

STAMPERS AND MARKERS.
Ams Machine Co., Max, New York City.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Steam Jacketed Kettles. See Kettles.
Steam Retorts. See Kettles, Process.
STENCILS, Marking Pots and Brushes, Brass Checks, Rubber and Steel Type, Burning Brands, etc.
A. K. Robins & Co., Inc., Baltimore.

STIRRERS FOR KETTLES.
Sprague-Sells Corp., Chicago.

STRING BEAN MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

SYRUPING MACHINES.
Ayars Machine Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
E. J. Judge, Alameda, Calif.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Tables, Picking. See Canners' Machinery.

TANKS, Metal.
Berlin-Chapman Co., Berlin, Wis.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.

TANKS, Glass Lined, Steel.
Sprague-Sells Corp., Chicago.

TANKS, Wooden.
Sprague-Sells Corp., Chicago.

TELEPHONE, TELEGRAPH, Quick Service.
Amer. Telephone and Telegraph Co.—Everywhere.
Testers, Can. See Can Makers' Machinery.
Ticket Punches. See Stencils.

TIN PLATE.
American Sheet and Tin Plate Co., Pittsburgh.

TOMATO CANNING MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

TOMATO PEELING MACHINE.
A. K. Robins & Co., Inc., Baltimore.

TOMATO WASHERS.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Variable Speed Countershafts. See Speed Reg.

VINERS & HULLERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Frank Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

WAREHOUSING AND FINANCING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.
Washers, Bottle. See Bottlers' Machinery.

WASHERS, Can and Jar.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

WASHERS, Fruit, Vegetable.
Ayars Machine Co., Salem, N. J.
Huntley Mfg. Co., Brocton, N. Y.
Scott Viner Co., Columbus, O.
Sprague-Sells Corp., Chicago.
Washing and Scalding Baskets. See Baskets.
Windmills and Water Supply Systems. See Tanks, Wood.

WYANDOTTE, Sanitary Cleaner.
J. B. Ford Co., Wyandotte, Mich.

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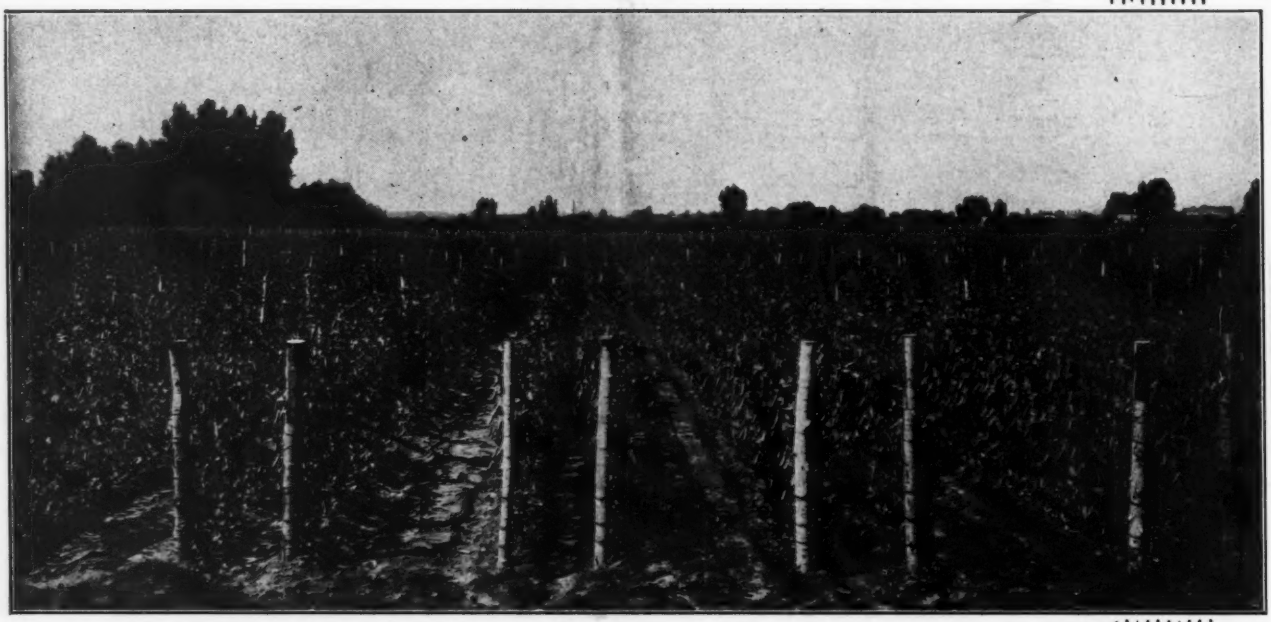

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